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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

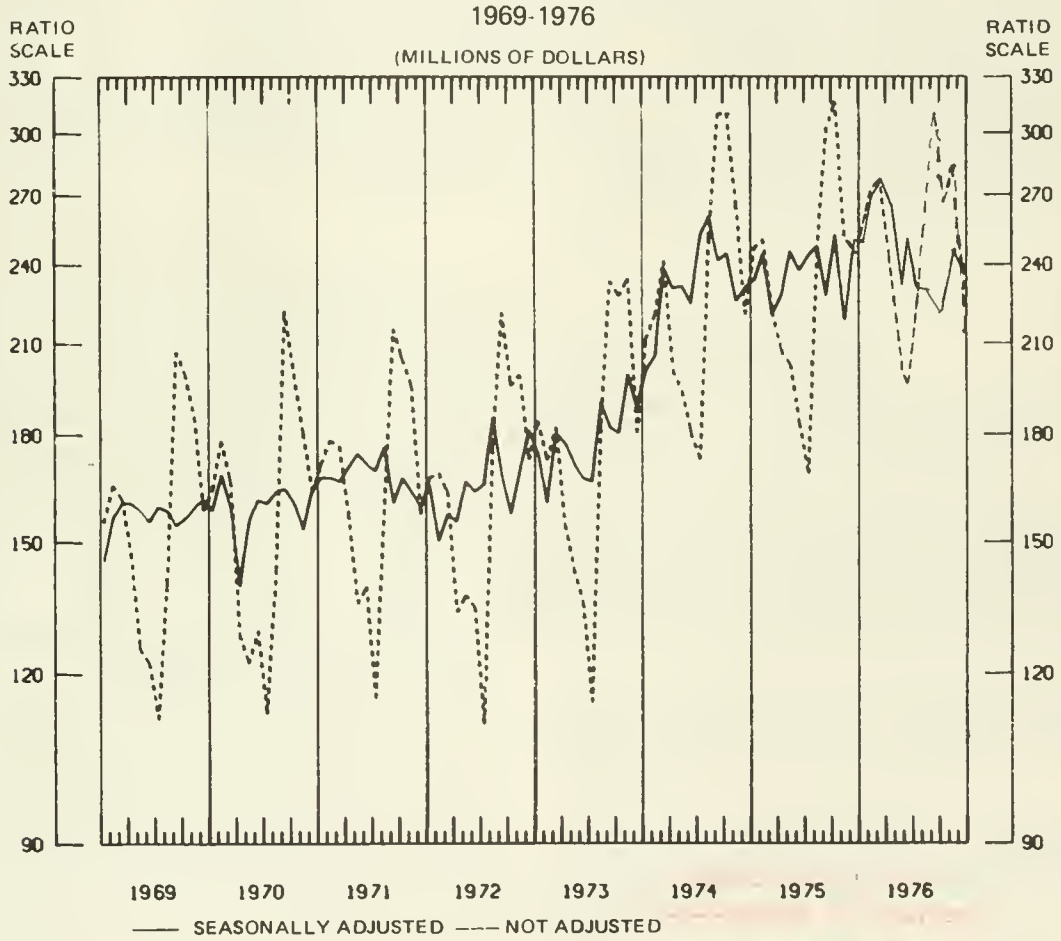
U.S. Department of Commerce
BUREAU OF THE CENSUS

JANUARY 1977

Issued March 1977
M20C(77)-1

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is published in this series and includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES
1969-1976



Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Kathleen Ludgate, (301) 763-2414.

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' NET SALES OF CONFECTIONERY: 1977 TO 1977

(Millions of dollars)

Month and year	Total[1] (seasonally adjusted)	Total[1] (not seasonally adjusted)	Month and year	Total[1] (seasonally adjusted)	Total[1] (not seasonally adjusted)
1977			1975--Continued		
January	213	225	August	247	245
			July	243	168
1976			June	237	183
			May	245	202
December	238	233	April	227	207
November	244	282	March	220	221
October	213	267	February	244	250
September	232	307	January	233	246
August	236	234			
July	228	157	1974		
June	249	192			
May	237	196	December	230	220
April	261	238	November	223	265
March	276	277	October	245	309
February	263	270	September	242	309
January	245	259	August	250	251
			July	248	172
1975			June	234	180
			May	231	193
December	246	241	April	221	200
November	218	251	March	236	241
October	252	316	February	214	220
September	227	300	January	198	211

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2.--POUNDAGE AND DOLLAR SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	January 1977		December 1976		January 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments.	147,519	144,090	163,232	144,703	193,782	174,669
20653	Package goods	64,205	62,376	76,784	67,887	85,600	78,732
2060114	Bar goods	57,018	59,930	54,643	52,455	73,230	68,473
2065201	5 cent and 10 cent specialties	12,295	13,663	15,728	15,664	17,160	17,144
2060121	Bulk goods, including penny goods	14,001	8,121	16,077	8,697	17,792	10,320

DESCRIPTION OF SURVEY

Scope of Survey—This survey includes U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and which include estimates.

Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 3, account for approximately 55 to 60 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 3, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are imputed from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

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Dollar Adjustment—All dollar figures included in the publication are in current (not constant) dollars.

Reporting Period Adjustment—Beginning January 1971, the data were adjusted for the number of working days in the reporting period to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. It has been determined that the calendar month accounting system prevails in this industry. Hence, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census method II seasonal adjustment program. This seasonal adjustment program is a ratio-to-moving average method. The seasonal adjustment program largely eliminates the effect of seasonal variations (intra-year variations repeated constantly from year to year) within the series. The seasonally adjusted data provides a better measure than the not seasonally adjusted (original) data of the month-to-month variations which are due to factors other than seasonal pattern.

EXPLANATION OF TERMS

Manufacturer-Wholesalers—Confectionery manufacturing establishments which sell primarily to wholesalers or retailers. This category includes chocolate manufacturers.

Manufacturer-Retailers—Confectionery manufacturing establishments which sell primarily through their own retail outlets. Establishments which have only one retail outlet are not classified in manufacturing.

Sales of Manufacturer-Wholesalers and chocolate-manufacturers sales represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of Manufacturer-Retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

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Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc., designed to retail at $1 or more, 50 cents to 99 cents, and less than 50 cents per pound. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

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CONTACTS FOR DATA USERS

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Current Industrial Report M20C	Kathleen Ludgate	(301) 763-2414
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Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

FEBRUARY 1977

Issued April 1977
M20C(77)-2

M 20 C (77)-2

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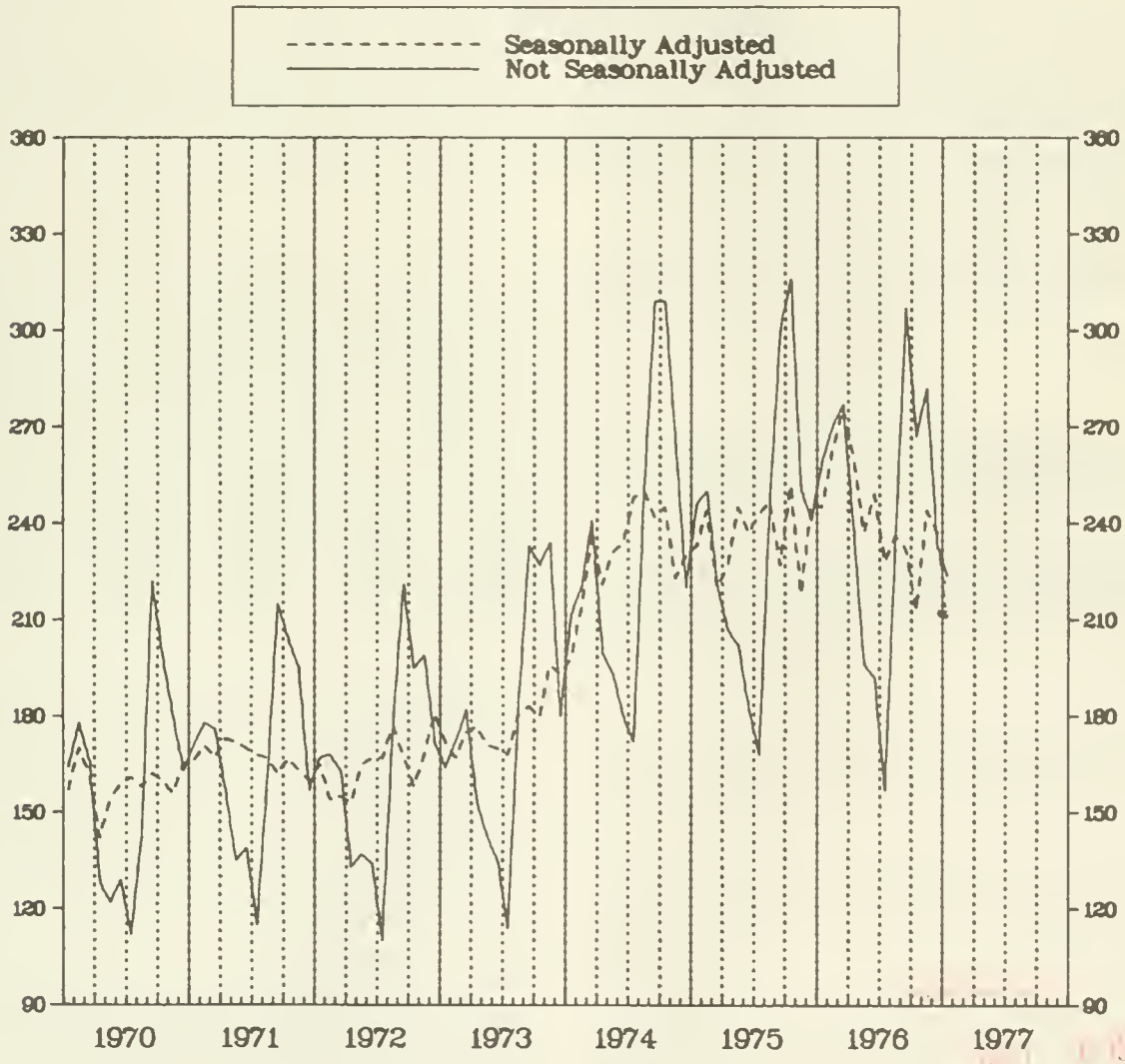
CONFECTIONARY MANUFACTURERS' NET SALES
1970 TO 1977
(Millions of Dollars)



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November			May	237	196
October			April	261	238
September			March	276	277
August			February	263	270
July			January	245	259
June					
May			1975		
April					
March			December	246	241
February	267	274	November	218	251
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(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	February 1977		January 1977		February 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	193,450	180,233	147,519	144,090	212,082	179,918
2065300	Package goods	82,006	71,098	64,205	62,376	94,745	74,821
2065114	Bar goods	77,448	79,562	57,018	59,930	80,409	76,355
2065201	5 cent and 10 cent specialties	18,916	20,844	12,295	13,663	18,409	18,648
2065121	Bulk goods, including penny goods	15,080	8,729	14,001	8,121	18,519	10,094

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

MARCH 1977

U.S. Department of Commerce
BUREAU OF THE CENSUS

Issued May 1977
M20C(77)-3

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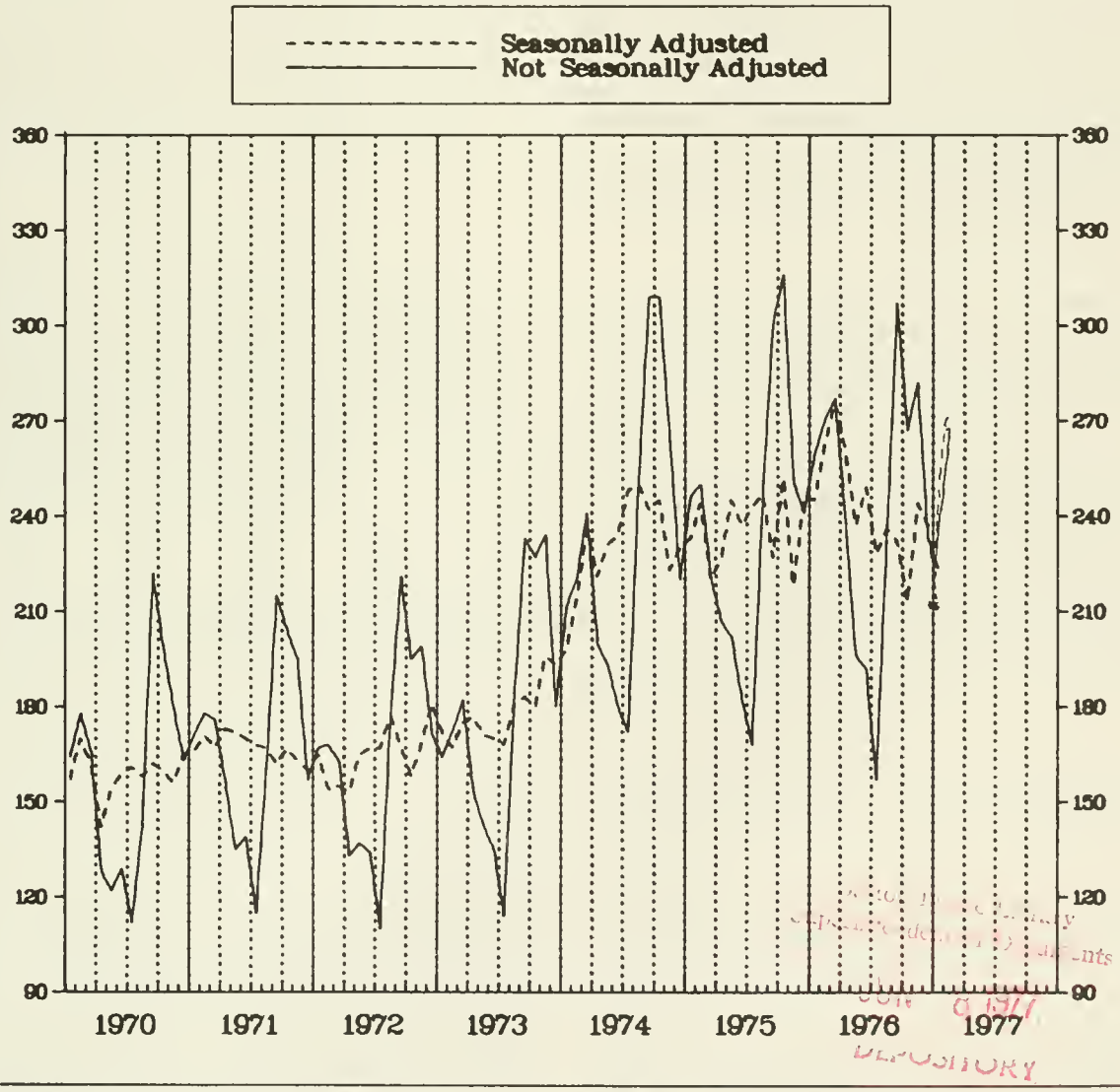
1970 TO 1977
(Millions of Dollars)



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(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	March 1977		February 1977		March 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	207,135	186,532	195,513	182,146	213,380	178,244
2065300	Package goods	86,592	71,689	83,936	72,284	96,275	74,983
2065114	Bar goods	79,334	80,813	77,534	80,278	78,173	73,900
2065201	5 cent and 10 cent specialties	22,739	23,883	18,897	20,826	19,033	19,011
2065121	Bulk goods, including penny goods	18,470	10,147	15,146	8,758	19,899	10,350

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Manufacturer-Wholesalers—Confectionery manufacturing establishments which sell primarily to wholesalers or retailers. This category includes chocolate manufacturers.

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Sales of Manufacturer-Wholesalers and chocolate-manufacturers sales represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of Manufacturer-Retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

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Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc., designed to retail at $1 or more, 50 cents to 99 cents, and less than 50 cents per pound. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

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CONTACTS FOR DATA USERS

Subject Area	Contact	Phone number
Current Industrial Report M20C	Kathleen Ludgate	(301) 763-2414
Foreign Trade publications	Paul Finn	(301) 763-5140
Bureau of Domestic Commerce	Marjorie D. Kennedy	(202) 377-3058
To order a Census publicaton	Dorothy Dunham	(301) 763-7472
To order microfilm of Census publications	Theresa Allen	(301) 763-5042

3. 158:

CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

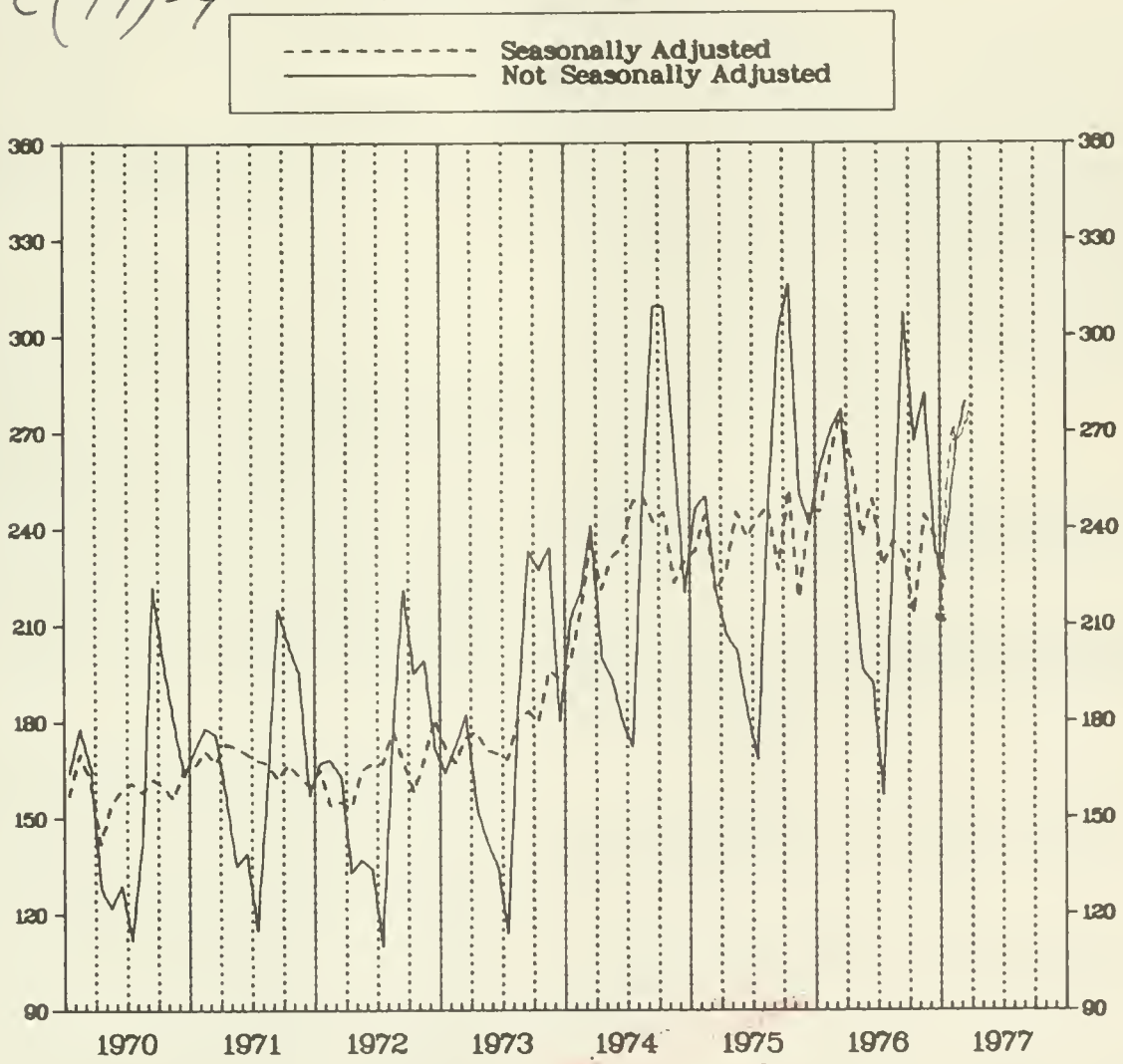
U.S. Department of Commerce
BUREAU OF THE CENSUS

APRIL 1977
M20C(77)-4
Issued June 1977

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is published in this series and includes all the months for the current and previous years and incorporates all known revisions in the series.

M 20 C(77)-4

CONFECTIONARY MANUFACTURERS' NET SALES
1970 TO 1977
(Millions of Dollars)



Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Kathleen Ludgate, (301) 763-2414.

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' NET SALES OF CONFECTIONERY: 1977 TO 1975

(Millions of dollars)

Month and year	Total[1] (seasonally adjusted)	Total[1] (not seasonally adjusted)	Month and year	Total[1] (seasonally adjusted)	Total[1] (not seasonally adjusted)
1977			1976--Continued		
December			June	249	192
November			May	237	196
October			April	261	238
September			March	276	277
August			February	263	270
July			January	245	259
June					
May			1975		
April	231	211			
March	279	280	December	246	241
February	263	270	November	218	251
January	211	223	October	252	316
			September	227	300
1976			August	247	245
			July	243	168
December	238	233	June	237	183
November	244	282	May	245	202
October	213	267	April	227	207
September	232	307	March	220	221
August	236	234	February	244	250
July	228	157	January	233	246

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2.--POUNDAGE AND DOLLAR SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	April 1977		March 1977		April 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	152,942	134,394	207,135	186,532	181,806	146,559
2065300	Package goods	64,234	49,606	86,592	71,689	68,627	51,814
2065114	Bar goods	54,457	58,267	79,334	80,813	70,510	62,770
2065201	5 cent and 10 cent specialties	15,227	16,479	22,739	23,883	20,621	20,651
2065121	Bulk goods, including penny goods	19,024	10,042	18,470	10,147	22,048	11,324

DESCRIPTION OF SURVEY

Scope of Survey—This survey includes U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and which include estimates.

Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 3, account for approximately 55 to 60 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 3, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are imputed from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which estimates were made, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current (not constant) dollars.

Reporting Period Adjustment—Beginning January 1971, the data were adjusted for the number of working days in the reporting period to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. It has been determined that the calendar month accounting system prevails in this industry. Hence, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1A for selected series shown in table 1B. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Manufacturer-Wholesalers—Confectionery manufacturing establishments which sell primarily to wholesalers or retailers. This category includes chocolate manufacturers.

Manufacturer-Retailers—Confectionery manufacturing establishments which sell primarily through their own retail outlets. Establishments which have only one retail outlet are not classified in manufacturing.

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Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc., designed to retail at $1 or more, 50 cents to 99 cents, and less than 50 cents per pound. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

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CONTACTS FOR DATA USERS

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Foreign Trade publications	Paul Finn	(301) 763-5140
To order a Census publicaton	Dorothy Dunham	(301) 763-7472
To order microfilm of Census publications	Theresa Allen	(301) 763-5042

3. 158:
M 20 C (77) -5

CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

MAY 1977

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(77)-5
Issued July 1977

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is published in this series and includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONARY MANUFACTURERS' NET SALES
1970 TO 1977
(Millions of Dollars)

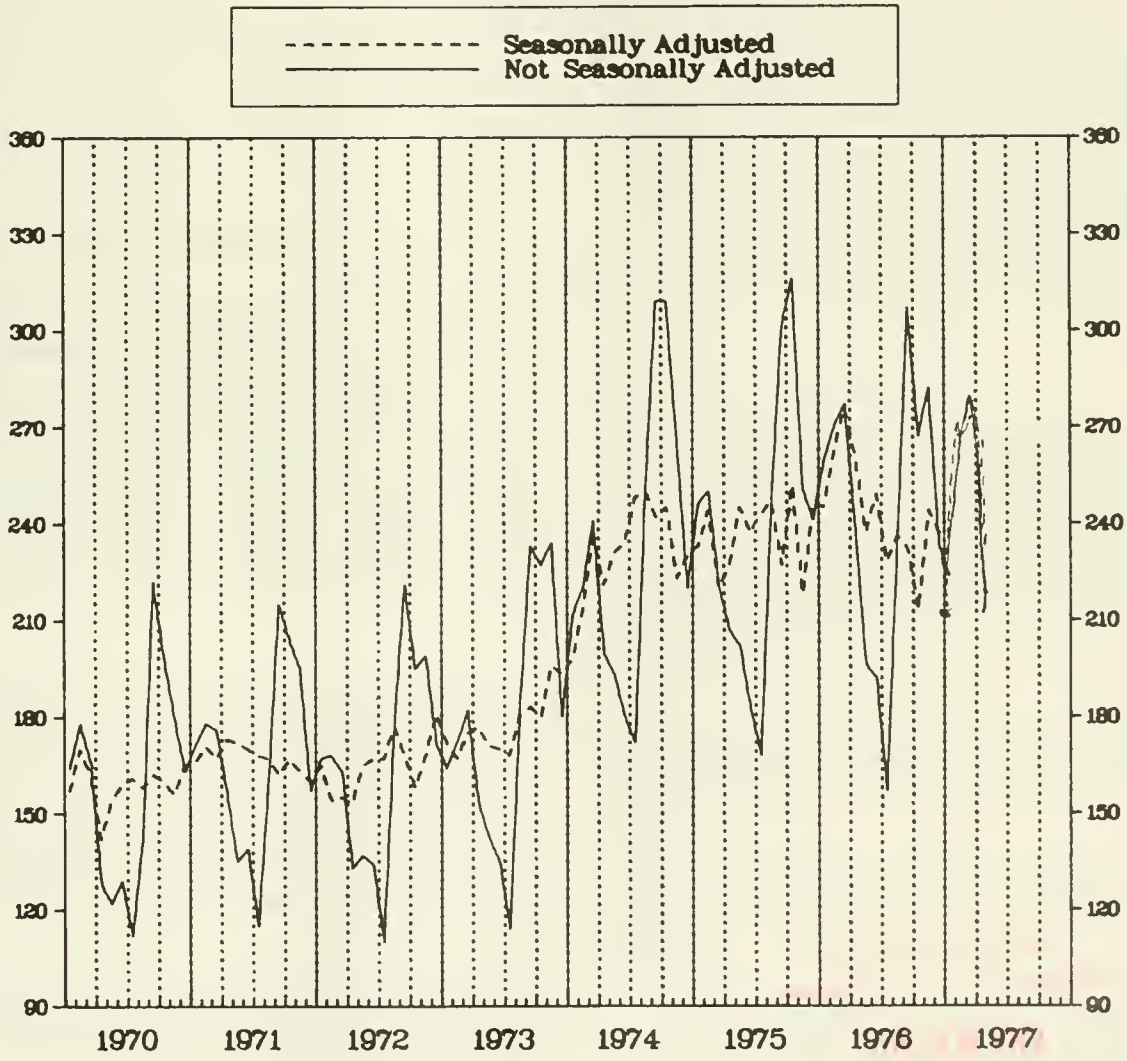

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' NET SALES OF CONFECTIONERY: 1977 TO 1975

(Millions of dollars)

Month and year	Total[1] (seasonally adjusted)	Total[1] (not seasonally adjusted)	Month and year	Total[1] (seasonally adjusted)	Total[1] (not seasonally adjusted)
1977			1976--Continued		
December			August	236	234
November			July	228	157
October			June	249	192
September			May	237	196
August			April	261	238
July			March	276	277
June			February	263	270
May	222	192	January	245	259
April	231	211			
March	279	280	1975		
February	263	270			
January	211	223	December	246	241
			November	218	251
1976			October	252	316
			September	227	300
December	238	233	August	247	245
November	244	282	July	243	168
October	213	267	June	237	183
September	232	307	May	245	202

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2.--POUNDAGE AND DOLLAR SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	May 1977		April 1977		May 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	153,973	134,331	152,942	134,394	167,454	131,694
2065300	Package goods	64,770	51,717	64,234	49,606	64,155	45,258
2060114	Bar goods	52,445	52,700	54,457	58,267	64,334	57,556
2065201	5 cent and 10 cent specialties	17,455	19,571	15,227	16,479	18,857	18,719
2060121	Bulk goods, including penny goods	19,303	10,343	19,024	10,042	20,108	10,161

DESCRIPTION OF SURVEY

Scope of Survey—This survey includes U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and which include estimates.

Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 75 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

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3.158:
M 20 C (77)-6

CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JUNE 1977
M20C(77)-6
Issued August 1977

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation.

A more complete description of this survey appears on page 3. An annual current industrial report is published in this series and includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES: 1970 TO 1977

(Millions of dollars)

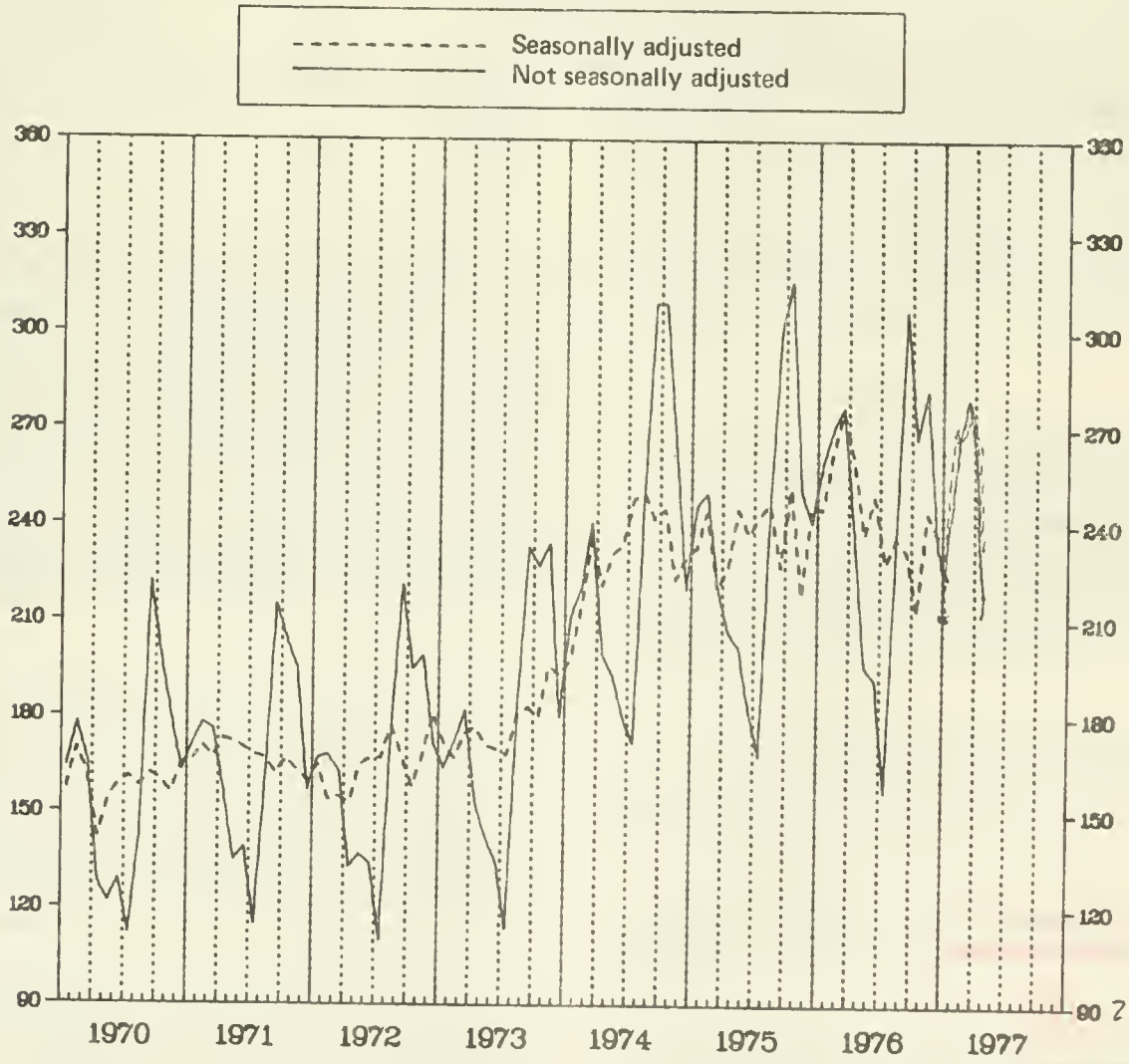

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' NET SALES OF CONFECTIONERY: 1975 To 1977

(Millions of dollars)

Month and year	Total[1] (seasonally adjusted)	Total[1] (not seasonally adjusted)
1977		
December		
November		
October		
September		
August		
July		
June	238	184
May	222	192
April	231	211
March	279	280
February	263	270
January	211	223
1976		
December	238	233
November	244	282
October	213	267
September	232	307
1976--Continued		
August	236	234
July	228	157
June	249	192
May	237	196
April	261	238
March	276	277
February	263	270
January	245	259
1975		
December	246	241
November	218	251
October	252	316
September	227	300
August	247	245
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Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2.--POUNDAGE AND DOLLAR SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	June 1977		May 1977		June 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	160,183	142,735	153,973	134,331	169,087	132,614
2065300	Package goods	65,765	52,663	64,770	51,717	69,516	49,203
2060114	Bar goods	54,931	56,751	52,445	52,700	60,353	53,993
2065201	5 cent and 10 cent specialties	21,127	23,169	17,455	19,571	20,172	19,748
2060121	Bulk goods, including penny goods	18,360	10,152	19,303	10,343	19,046	9,670

DESCRIPTION OF SURVEY

Scope of Survey—This survey includes U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

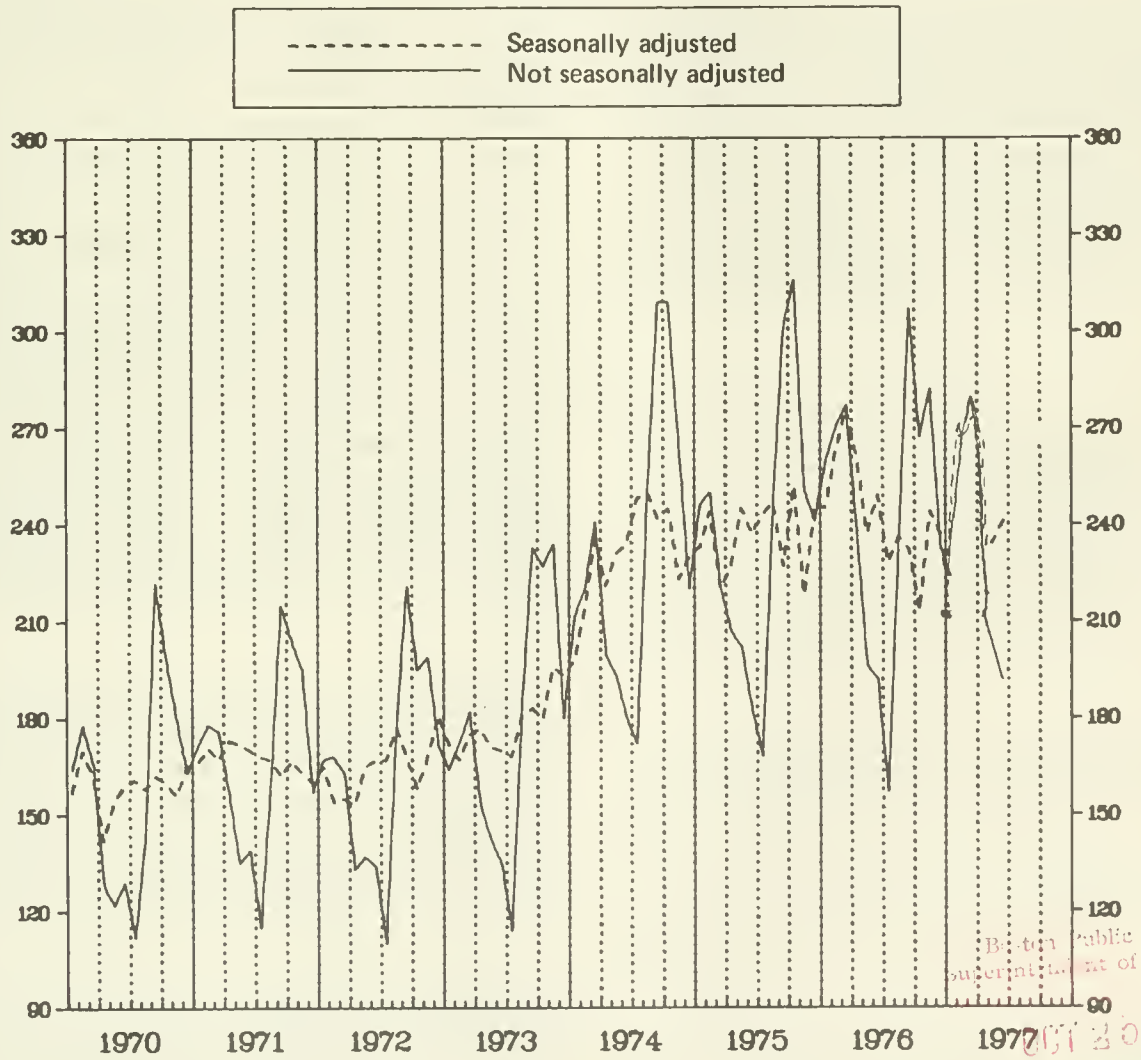
U.S. Department of Commerce
BUREAU OF THE CENSUS

JULY 1977
M20C(77)-7
Issued September 1977

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is published in this series and includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES: 1970 TO 1977

(Millions of dollars)



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(Millions of dollars)

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1977			1976--Continued		
December			August	236	234
November			July	228	157
October			June	249	192
September			May	237	196
August			April	261	238
July	195	135	March	276	277
June	244	188	February	263	270
May	232	192	January	245	259
April	231	211			
March	279	280	1975		
February	263	270			
January	211	223	December	246	241
			November	218	251
1976			October	252	316
			September	227	300
December	238	233	August	247	245
November	244	282	July	243	168
October	213	267	June	237	183
September	232	307	May	245	202

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2.--POUNDAGE AND DOLLAR SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	July 1977		June 1977		July 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	108,464	99,576	158,700	142,597	134,647	103,978
2065300	Package goods	41,988	34,885	64,663	51,928	52,763	37,061
2060114	Bar goods	40,929	44,152	54,931	57,526	51,061	43,481
2065201	5 cent and 10 cent specialties	12,681	13,502	21,110	23,160	15,596	15,527
2060121	Bulk goods, including penny goods	12,866	7,037	17,996	9,983	15,227	7,909

DESCRIPTION OF SURVEY

Scope of Survey—This survey includes U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

AUGUST 1977

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(77)-8
Issued October 1977

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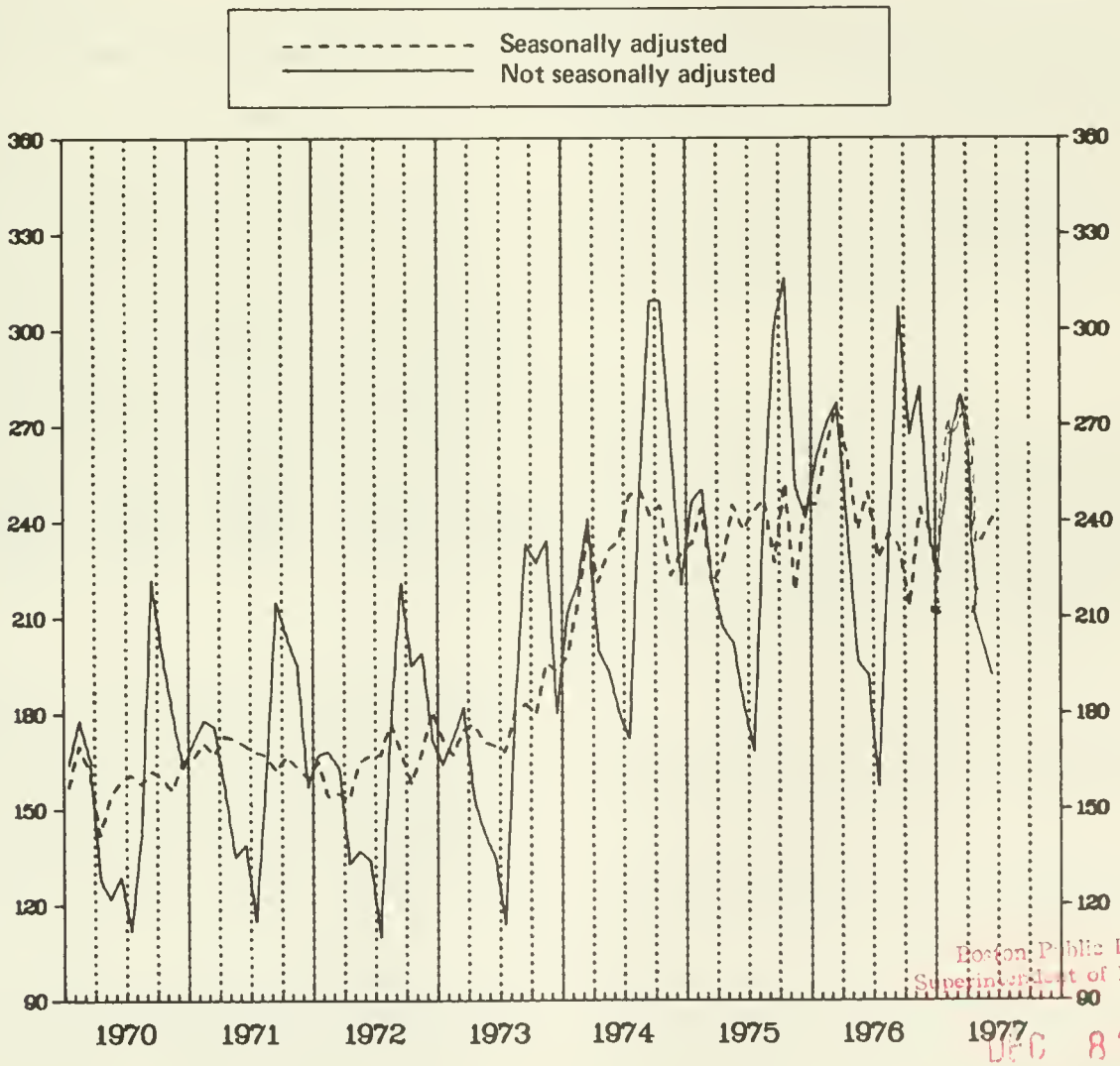
CONFECTIONERY MANUFACTURERS' NET SALES: 1970 TO 1977

(Millions of dollars)



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(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	August 1977		July 1977		August 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	213,013	205,500	108,035	99,298	211,264	172,982
2065300	Package goods	93,607	84,256	41,995	34,880	87,039	67,658
2060114	Bar goods	74,177	82,783	40,660	43,935	77,823	70,295
2065201	5 cent and 10 cent specialties	23,549	25,989	12,781	13,502	23,050	23,068
2060121	Bulk goods, including penny goods	21,680	12,472	12,599	6,981	23,352	11,961

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

SEPTEMBER 1977

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(77)-9
Issued November 1977

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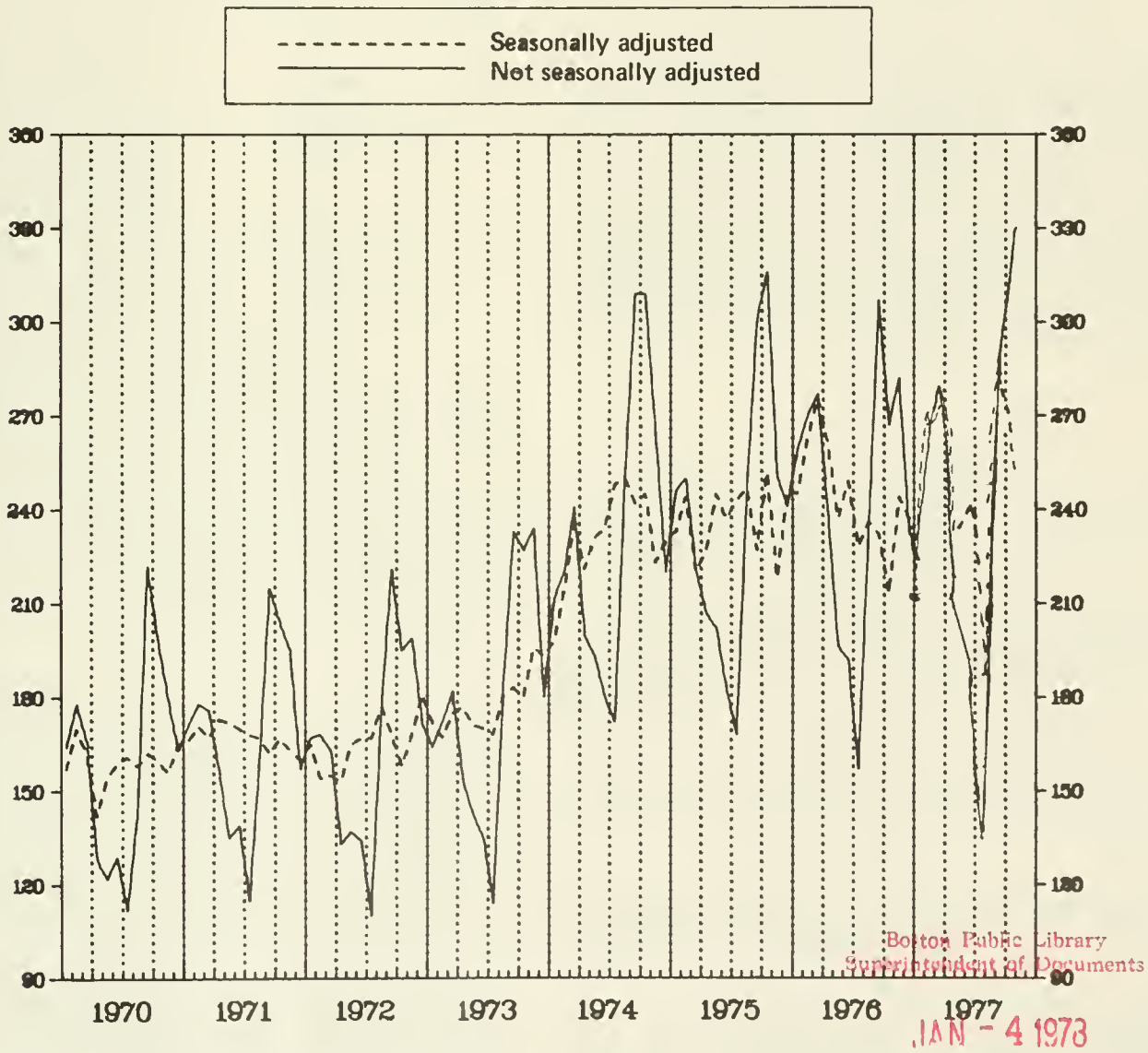
(Millions of dollars)



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(Millions of dollars)

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1977		
September	249	330
August	287	284
July	195	135
June	244	188
May	232	192
April	231	211
March	279	280
February	263	270
January	211	223
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157
June	249	192
May	237	196
April	261	238
March	276	277
February	263	270
January	245	259
1975		
December	246	241
November	218	251
October	252	316
September	227	300

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2.--POUNDAGE AND DOLLAR SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	September 1977		August 1977		September 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	274,238	269,625	[r]234,452	[r]231,702	278,004	233,940
2065300	Package goods	139,158	131,894	[r]115,041	[r]109,181	132,369	109,927
2060114	Bar goods	76,459	87,095	74,289	83,917	88,715	80,804
2065201	5 cent and 10 cent specialties	28,989	32,841	23,840	26,330	24,549	26,655
2060121	Bulk goods, including penny goods	29,642	17,795	21,282	12,274	32,371	16,554

[r]Revised by five percent or more from previously published figures.
[1]Fifteen to twenty percent by this figure is imputed.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 75 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are imputed from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

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Seasonal Adjustment—This report presents seasonally adjusted data in table 1A for selected series shown in table 1B. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

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Manufacturer-Retailers—Confectionery manufacturing establishments which sell primarily through their own retail outlets. Establishments which have only one retail outlet are not classified in manufacturing.

Sales of Manufacturer-Wholesalers and chocolate-manufacturers sales represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

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Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

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Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

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3. 158:

CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

OCTOBER 1977

M20C(77)-10
Issued December 1977

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES: 1970 TO 1977

(Millions of dollars)

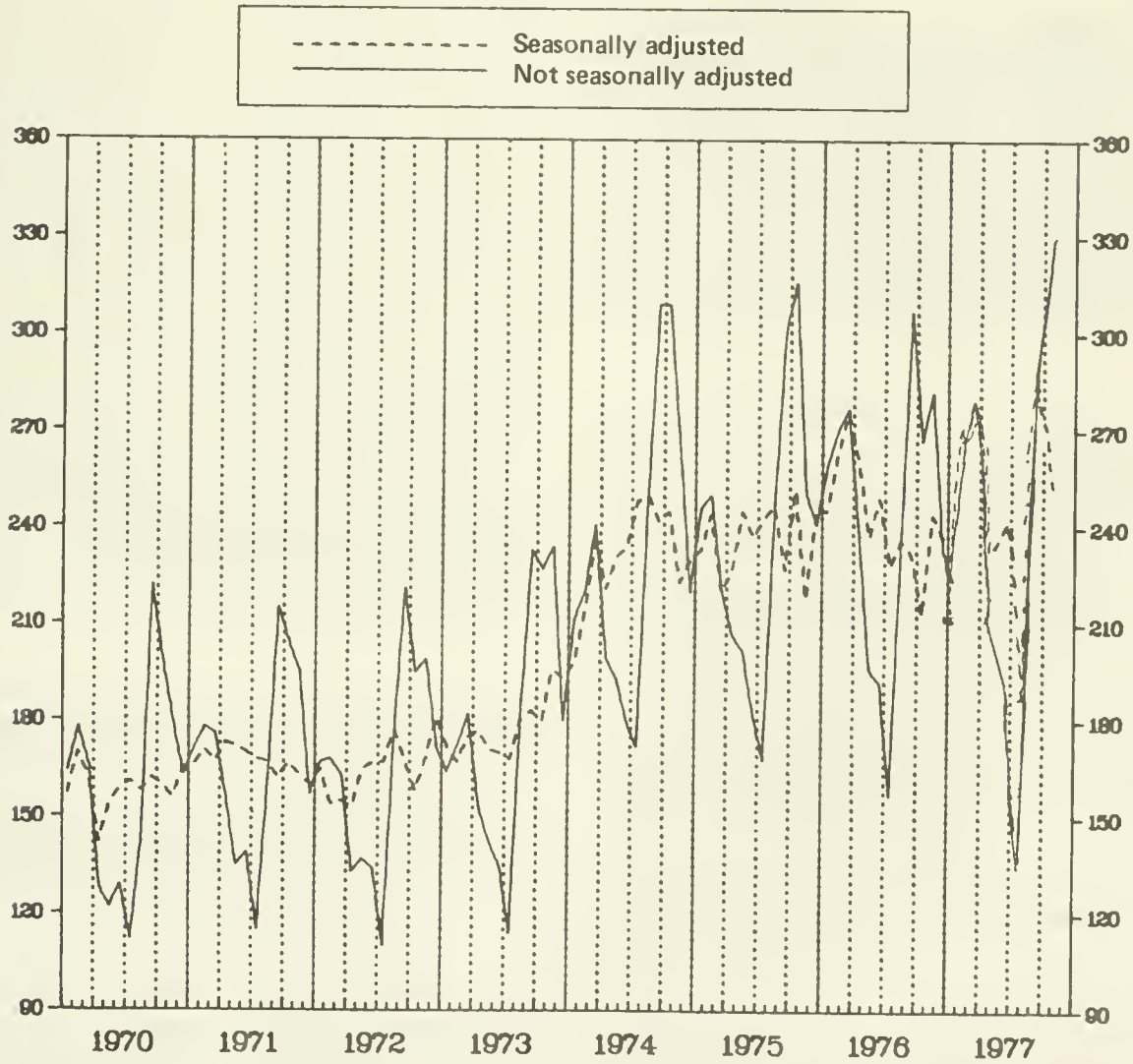

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1975 TO 1977

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1977		
October	210	263
September	247	327
August	287	284
July	195	135
June	244	188
May	232	192
April	231	211
March	279	280
February	263	270
January	211	223
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157
June	249	192
May	237	196
April	261	238
March	276	277
February	263	270
January	245	259
1975		
December	246	241
November	218	251
October	252	316
September	227	300

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2.--QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of confection	October 1977		September 1977		October 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	201,099	198,168	271,702	267,874	218,012	184,157
2065300	Package goods	106,077	100,497	137,784	130,814	112,699	92,951
2060114	Bar goods	55,770	65,310	76,502	87,115	62,340	57,986
2065201	5-cent and 10-cent specialties	17,215	19,470	28,965	32,821	20,216	21,031
2060121	Bulk goods, including penny goods	22,037	12,891	28,451	17,124	22,757	12,189

DESCRIPTION OF SURVEY

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

NOVEMBER 1977
M20C(77)-11
Issued January 1978

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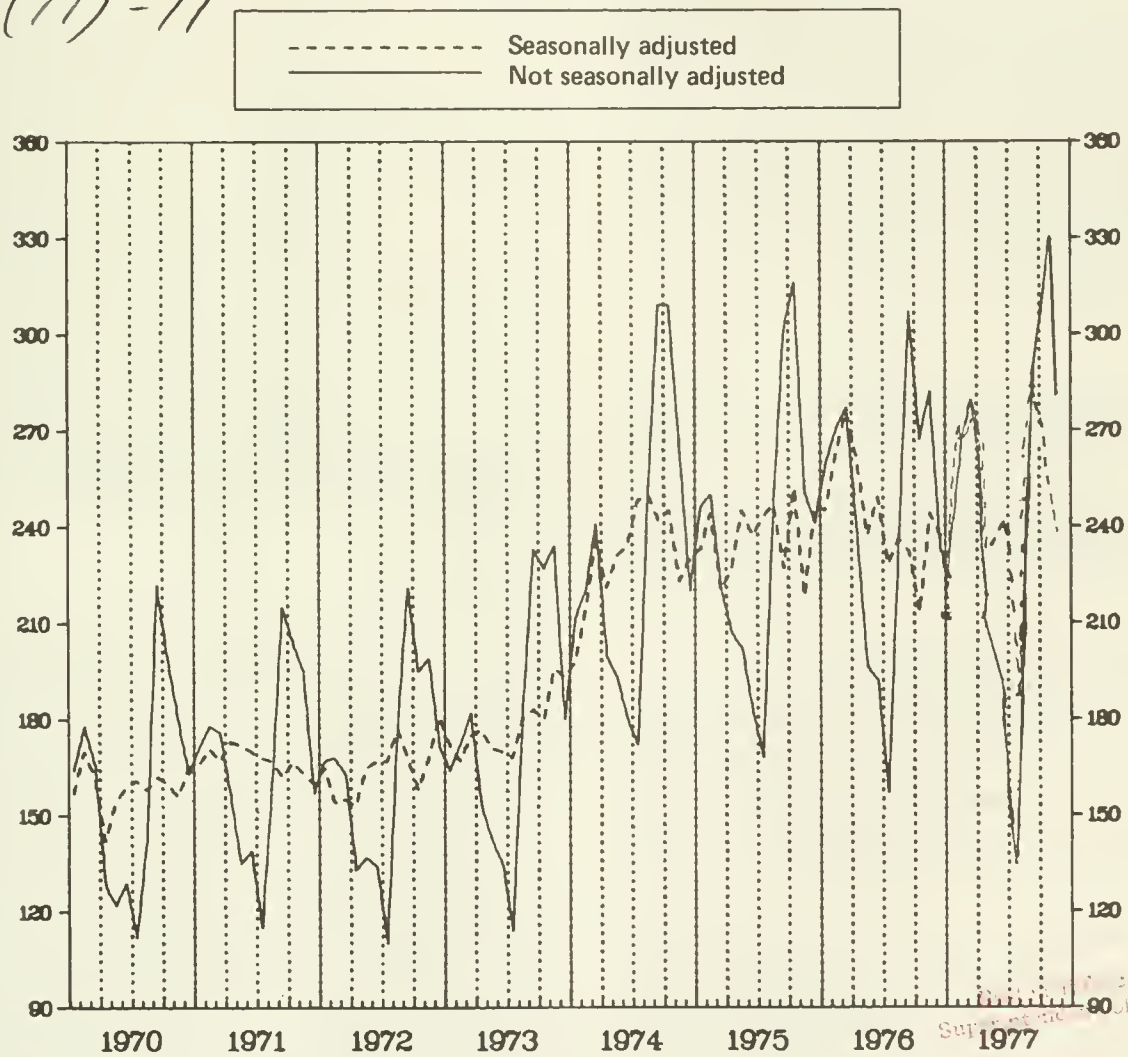
158:
20C (77)-11

CONFECTIONERY MANUFACTURERS' NET SALES: 1970 TO 1977

(Millions of dollars)



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November	231	267
October	238	275
September	247	327
August	287	284
July	195	135
June	244	188
May	232	192
April	231	211
March	279	280
February	263	270
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December	238	233
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(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of confection	November 1977		October 1977		November 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	200,319	195,955	207,813	203,653	226,267	192,053
2065300	Package goods	113,567	107,331	[r]111,995	[r]105,495	114,775	97,031
2060114	Bar goods	47,451	55,343	55,966	65,245	64,830	58,967
2065201	5-cent and 10-cent specialties	16,109	19,583	17,257	19,537	22,450	23,124
2060121	Bulk goods, including penny goods	23,192	13,698	22,595	13,376	24,212	12,931

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DESCRIPTION OF SURVEY

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CURRENT INDUSTRIAL REPORTS

M 20 C (77) - 12

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

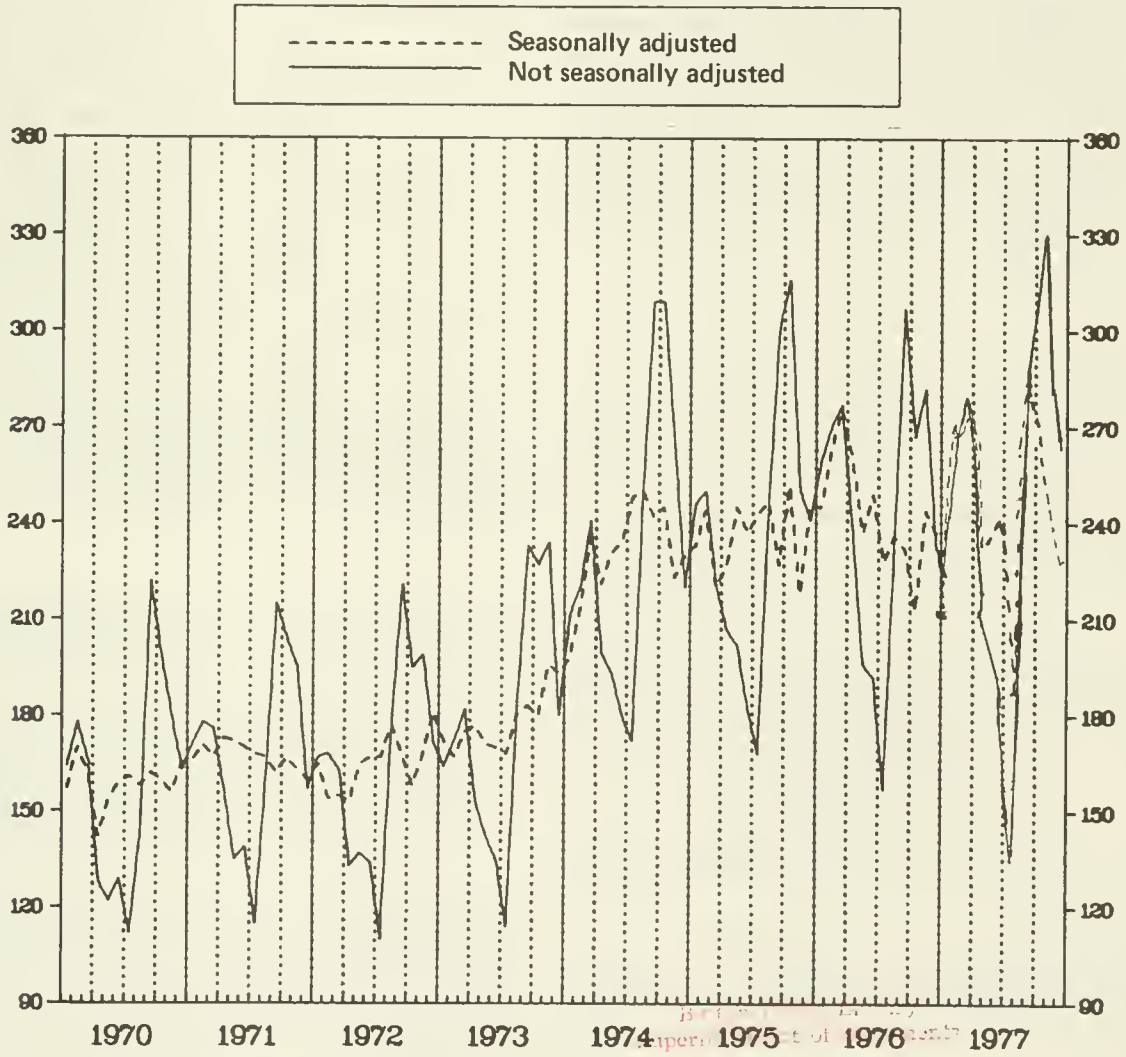
DECEMBER 1977
M20C(77)-12
Issued February 1978

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation.

A more complete description of this survey appears on page 3. An annual current industrial report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES: 1970 TO 1977

(Millions of dollars)



Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Gloria Cable, (301) 763-2414.

DEPOSITORY

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1975 TO 1977

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1977		
December	261	255
November	231	266
October	238	275
September	247	327
August	287	284
July	195	135
June	244	188
May	232	192
April	231	211
March	279	280
February	263	270
January	211	223
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157
June	249	192
May	237	196
April	261	238
March	276	277
February	263	270
January	245	259
1975		
December	246	241
November	218	251

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2.--QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of confection	December 1977		November 1977		December 1976	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	171,423	178,526	199,465	195,113	163,232	144,703
2065300	Package goods	83,586	79,903	113,005	106,713	76,784	67,887
2060114	Bar goods	53,024	64,077	47,316	55,221	54,643	52,455
2065201	5-cent and 10-cent specialties	18,429	24,617	16,105	19,580	15,728	15,664
2060121	Bulk goods, including penny goods	16,384	9,929	23,039	13,599	16,077	8,697

[r]Figures revised by 5 percent or more from previously published figures.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1A for selected series shown in table 1B. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Manufacturer-Wholesalers—Confectionery manufacturing establishments which sell primarily to wholesalers or retailers. This category includes chocolate manufacturers.

Manufacturer-Retailers—Confectionery manufacturing establishments which sell primarily through their own retail outlets. Establishments which have only one retail outlet are not classified in manufacturing.

Sales of Manufacturer-Wholesalers and chocolate-manufacturers sales represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of Manufacturer-Retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

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Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census form MA-20D. The results of this survey are published in detail in a report entitled "Confectionery Manufacturers, Sales and Distribution," published by the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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To order a Census publicaton	Daisy Williams	(301) 763-7472
To order microfilm of Census publications	Theresa Allen	(301) 763-5042

C 3.158:
M20C(77)-13

Confectionery, Including Chocolate Products

SUMMARY FOR 1977

M20C(77)-13
Issued June 1978

U.S. Department of Commerce
BUREAU OF THE CENSUS

SUMMARY OF FINDINGS

Total value of shipments for 1977 was $3,059 million, compared to $2,912 million in 1976. This is an increase of 5 percent. Due to the revised format for 1977, comparisons at the detail level are not available.

CONFECTIONERY MANUFACTURERS' NET SALES
1970 TO 1977
(Millions of Dollars)

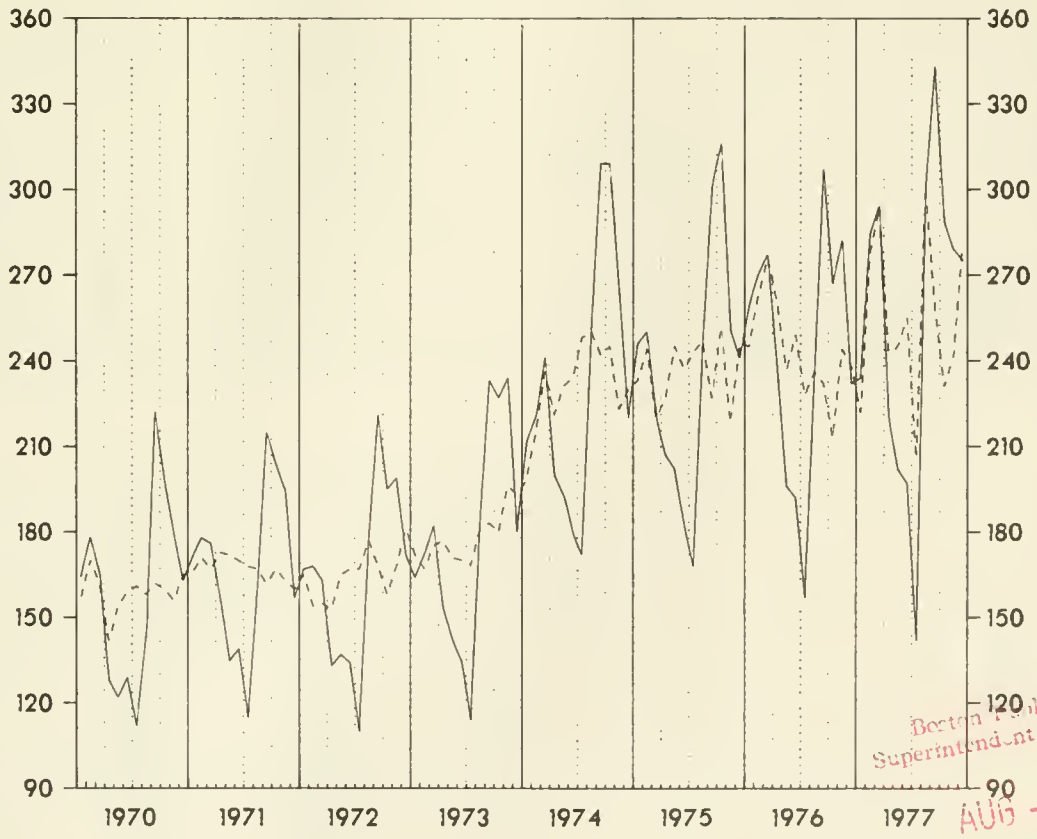

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Table 1A.--SUMMARY OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS: 1964 TO 1977

(In millions)

Year	Pounds	Value	Per capita consumption[1] (pounds)	Year	Pounds	Value	Per capita consumption[1] (pounds)
1977	3,254	3,059	15.3	1970	3,938	1,910	19.9
1976	3,467	2,912	17.0	1969	3,968	1,870	20.2
1975	3,357	2,830	16.3	1968	3,907	1,756	20.3
1974	3,651	2,771	17.8	1967	3,769	1,645	19.6
1973	3,807	2,141	18.6	1966	3,668	1,544	19.2
1972	3,793	1,976	18.8	1965	3,474	1,429	18.2
1971	3,870	1,974	19.3	1964	3,403	1,395	18.2

Note: Includes all known producers of confectionery and competitive chocolate products, except retail confectioners with a single location. From 15 to 25 percent of the data are estimated for nonresponse and for small establishments excluded from the panel.

[1]Production plus imports minus exports divided by population, including Armed Forces abroad, as of July 1, 1977.

Source of population data: U.S. Bureau of the Census, "Current Population Reports," Series P-25, No. 646.

Table 1B.--QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY PRODUCTS: 1977

(Quantity in thousands of pounds; value in thousands of dollars)

Class of product	CIR Series MA20D, 1977		Class of product	CIR Series MA20D, 1977	
	Quantity	Value		Quantity	Value
Total	3,253,898	3,058,664	Noncbocolate type products	1,219,547	757,576
Not reported[1]	429,927	279,378			
Reported	2,823,971	2,779,286	Bar goods (units of one or two pieces)	262,176	223,898
Chocolate, total	1,604,424	2,021,710	Made to retail at:		
Bar goods (units of one or two pieces)	734,218	898,827	$Less than $.15	63,541	42,223
Made to retail at:			$.15-$.25	194,510	178,588
Less than $.15	(D)	(D)	$.26-$.49	(D)	(D)
$.15-$.25	627,009	733,084	$.50 and over	(D)	(D)
$.26-$.49	(D)	(D)			
$.50 and over	90,826	145,745	Bars included in multipacks	65,174	47,510
Bars included in multipacks	100,321	114,243			
			Package goods (boxes, jars, bags, etc., including miniature bar goods)	711,786	406,577
Package goods (boxes, jars, bags, etc., including miniature bar goods)	696,969	931,328			
Made to retail at:			Made to retail at:		
$3.50 or more per lb	(D)	(D)	$2.00 and over	17,278	22,675
$2.00-$3.49 per lb	88,225	172,755	$1.50-$1.99	12,751	10,227
$1.50-$1.99 per lb	189,098	213,440	$1.00-$1.49	21,732	22,238
$1.00-$1.49 per lb	195,535	228,872	$.50-$.99	330,680	192,750
$.50-$.99 per lb	144,662	158,592	Less than $.50	329,345	158,687
Less than $.50 per lb	(D)	(D)			
			Specialties	34,350	20,797
Specialties	102,134	128,515			
Bulk (including changemaker items)	71,103	63,040	Bulk (including changemaker items)	211,235	106,304

(D) Withheld to avoid disclosing figures for individual companies.

[1]Quantity estimates for the not reported category are derived from reports of respondents reporting both quantity and value on a geographical basis. For 1976, these reports accounted for 96 percent of total sales, whereas for 1977 these reports accounted for 95 percent. For further information, see footnote 1, table 4.

Table 2.--VALUE OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS, BY MONTH: 1977 AND 1976

(Millions of dollars)

Month	1977		1976	
	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted
TOTAL	(X)	3,059	(X)	2,912
January	222	234	245	259
February	277	284	263	270
March	293	294	276	277
April	243	222	261	238
May	245	202	237	196
June	255	197	249	192
July	205	142	228	157
August	301	298	236	234
September	259	343	232	307
October	231	289	213	267
November	242	279	244	282
December	281	275	238	233

(X) Not applicable.

Table 3.--CONFECTIONERY--SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION: 1977 AND 1976

Item	Year	Manufacturers' shipments		Exports of domestic merchandise[1]		Percent exports to manufacturers' shipments		Imports for consumption[2]		Calculated import duty	Apparent consumption[3]		Percent imports to apparent consumption	
		Quantity (1,000 pounds)	Value f.o.b. plant ($1,000)	Quantity (1,000 pounds)	Value at port ($1,000)	Quantity	Value	Quantity (1,000 pounds)	Value in foreign country ($1,000)	($1,000)	Quantity (1,000 pounds)	Value ($1,000)	Quantity	Value
Confectionery[4]	1977	3,253,898	3,058,664	44,475	33,756	1.3	1.1	114,576	[5]90,399	5,221	3,323,999	3,115,307	3.40	2.90
	1976	3,466,667	2,912,000	41,013	30,064	1.2	1.0	144,499	92,770	(NA)	3,570,153	2,974,706	4.30	3.35

(NA) Not available.

[1]Source: Bureau of the Census Report FT 410, U.S. Exports Schedule B--Commodity by Country. Schedule B numbers 0620115 and 0730020.
[2]Source: Bureau of the Census Report FT 146, U.S. Imports for Consumption and General Imports; TSUSA codes, 1563020, 1563045, 1571020, and 1571040.
[3]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.
[4]The import/export data shown in this table are directly related to the products reported on Current Industrial Report, M20C, Confectionery, Including Chocolate Products. Items such as fruit glaces, popcorn, nuts, etc., are excluded.
[5]Includes CIF value plus calculated import duty.

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Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 out of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

In addition, detailed annual reports on sales by type of confectionery ingredients used, and sales by class of customer were collected on an annual basis on Census form MA20D from a reporting panel of large establishments.

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cents, and less than 50 cents per pound. Minature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

Generally, it is somewhat easier to find a reasonable statistical basis for a comparison of exports with domestic output than for a comparison of imports with domestic output. Aside from the differences in the basic commodity classifications used, there are a substantial number of imported commodities which are not produced in the United States or are produced in very small quantities. On the other hand, the merchandise exported from the United States is ordinarily produced in this country and reflects items important in output.

There are other problems affecting the comparability of the three sets of data. Differences in methods of valuation is perhaps the principal such problem. There may be elements of duplication in output data but not in imports or exports; low-value transactions are excluded from data for individual export and import commodity classifications; and a small portion of manufacturing output is not allocated to detailed commodity lines. All of these factors affect comparability to some degree. For these reasons the relationships shown in this report should be considered as only approximations.

(a) *Valuation*—Domestic producers' shipments, or production, are usually valued at the point of production—the factory, mine, or farm.

On the other hand, exports are by definition values at the point of exportation—seaport, border point, or airport. Export values are the selling price, or cost if not sold, and include expenditures for freight, insurance, and other charges to the export point.

Further, the exporters' trade margin above costs increases the export values compared with producers' values. Information on the magnitude of this incremental margin on a commodity-by-commodity basis is not available.

The dollar value shown for imports in the basic statistics is defined ordinarily as the market value in the foreign country and excludes U.S. import duties, transportation, insurance, and other costs. In actual practice only the values reported for imports subject to an ad valorem rate of duty (accounting for 10 to 15 percent of total imports) tend to conform to this definition. For other imports, the reported values may inadvertently include ocean freight; intracompany shipments may reflect arbitrary values; etc.

Thus, import values tend to understate the unit prices at which imported goods are sold in the U.S. market, in that they do not cover transportation, insurance costs, import duties, and other costs. By the same token, the total value of imports relative to domestic output tends to be understated if viewed at the point of entry into the U.S. market. The calculated value of import duties is shown separately for each commodity line in the table, but sufficient information is not available on the transportation, insurance, and other costs for individual commodities for those costs to be shown in this report.

(b) *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at 4-digit or broader levels may be understated.

Where the duplication is known to be substantial, the output data are appropriately noted in the table.

(c) *Low-Value Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for the bulk of the commodities.

(d) *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the 4-digit commodity level often includes a small amount which is not distributed among the individual 5-digit product classes. Export and import percentages at the more detailed levels might thus be slightly overstated.

(e) *Time Lag Between Output and Exports*—There will sometimes be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported. The time lag will usually be greater if the merchandise moves through intermediaries (wholesalers, exporters) rather than directly from producers into the export market. Ordinarily, this type of discrepancy would not be very important in annual figures.

(f) *"Direct" vs "Total" Commodity Exports*—The commodity export data in this report represent direct exports of those commodities. They do not include the exports of the commodities which are incorporated into other, more finished products and exported in finished form. Thus, by showing only direct exports, the relation of exports to output for intermediate products, such as steel shapes and forms, is considerably understated. The figures for steel exported as such, does not include steel incorporated in automobiles, tractors, etc., which are also exported.

(g) *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

HISTORICAL NOTE

This survey was begun in 1926 by the Bureau of the Census and has continued as a monthly report for the past 50 years. Historical data may be obtained from *Current Industrial Reports* (called *Facts for Industry* before 1959), available at your local Federal Depository Library.

RELATED REPORTS

This report is the result of a joint effort by the Bureau of Domestic Business Development and the Bureau of the Census and includes only summary data. More detailed statistics, based on the annual survey, appear in the report entitled, **Confectionery Manufacturer's Sales and Distribution, 1976,** published by the Bureau of Domestic Business Development.

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ACKNOWLEDGMENTS

This report was prepared in the Inudstry Division, Bureau of the Census, under the direction of Robert J. Nealon, Chief, Current Nondurables Branch, and Carole Klein, Chief, Food, Apparel, and Textiles Section. Gloria Cable was directly responsible for the review of the data and preparation of the report. Milton Eisen, Chief of the Division, and John R. Wikoff, Assistant Chief for Current Programs, provided overall direction and coordination to this project.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JANUARY 1978
M20C(78)-1
Issued March 1978

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)

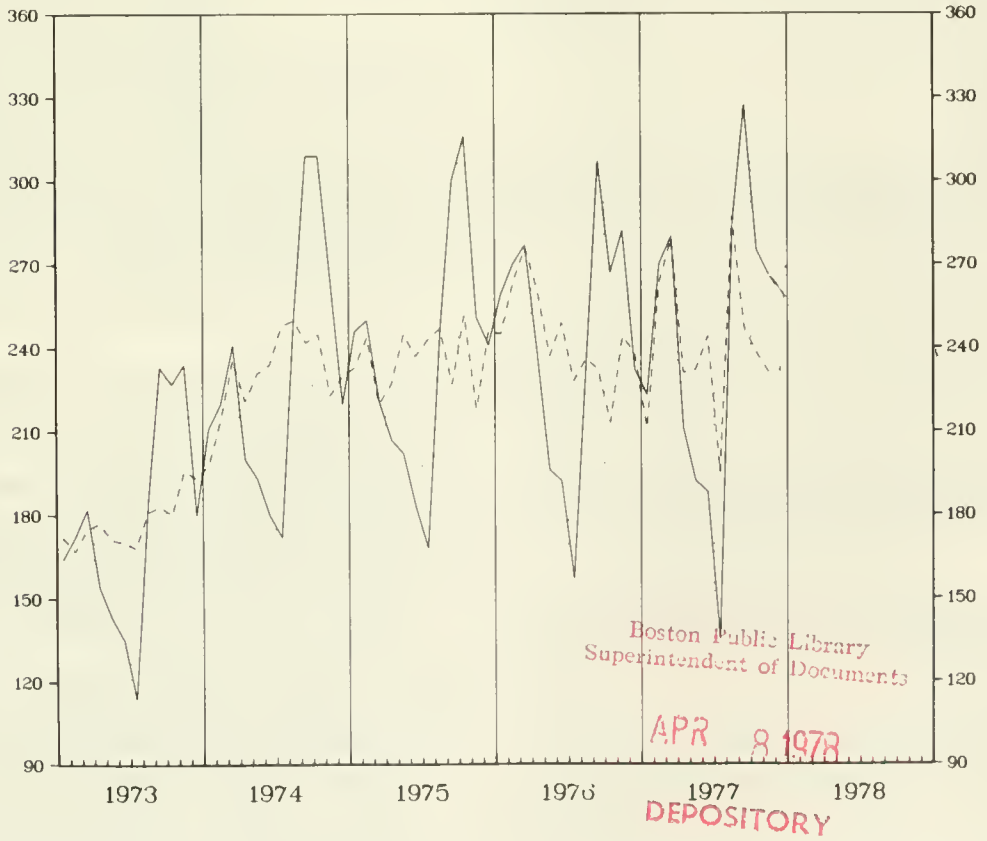

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1976 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
January	229	242
1977		
December	269	262
November	231	266
October	238	275
September	247	327
August	287	284
July	195	135
June	244	188
May	232	192
April	231	211
March	279	280
February	263	270
January	211	223
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157
June	249	192
May	237	196
April	261	238
March	276	277
February	263	270
January	245	259

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2.--QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of confection	January 1978		December 1977		January 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	167,873	184,567	171,367	178,480	147,519	144,090
2065300	Package goods	74,363	76,743	83,416	79,807	64,205	62,376
2060114	Bar goods	60,095	76,714	52,974	64,052	57,018	59,930
2065201	5-cent and 10-cent specialties	16,222	20,507	18,420	24,609	12,295	13,663
2060121	Bulk goods, including penny goods	17,193	10,603	16,557	10,012	14,001	8,121

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

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Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Manufacturer-Wholesalers—Confectionery manufacturing establishments which sell primarily to wholesalers or retailers. This category includes chocolate manufacturers.

Manufacturer-Retailers—Confectionery manufacturing establishments which sell primarily through their own retail outlets. Establishments which have only one retail outlet are not classified in manufacturing.

Sales of Manufacturer-Wholesalers and chocolate-manufacturers sales represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of Manufacturer-Retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

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Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

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An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census form MA-20D. The results of this survey are published in detail in a report entitled "Confectionery Manufacturers, Sales and Distribution," published by the Bureau of Domestic Commerce.

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CURRENT INDUSTRIAL REPORTS

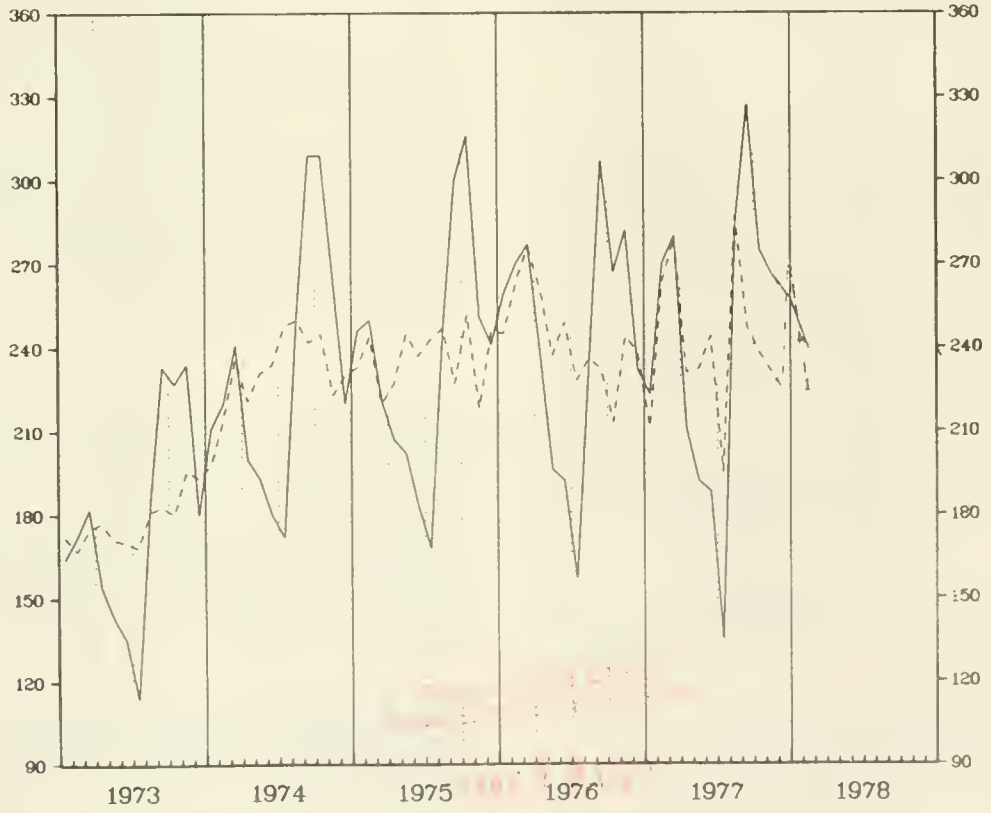
Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

FEBRUARY 1978
M20C(78)-2
Issued April 1978

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)



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(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
February	269	276
January	227	240
1977		
December	269	262
November	231	266
October	238	275
September	247	327
August	287	284
July	195	135
June	244	188
May	232	192
April	231	211
March	279	280
February	263	270
January	211	223
1976		
December	238	233
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June	249	192
May	237	196
April	261	238
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(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of confection	February 1978		January 1978		February 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	192,302	202,642	163,463	177,109	195,513	182,146
2065300	Package goods	88,269	84,440	73,521	75,381	83,936	72,284
2060114	Bar goods	65,800	80,731	56,652	70,668	77,534	80,278
2065201	5-cent and 10-cent specialties	19,880	26,321	16,207	20,493	18,897	20,826
2060121	Bulk goods, including penny goods	18,353	11,150	17,083	10,567	15,146	8,758

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

MARCH 1978
M20C(78)-3
Issued May 1978

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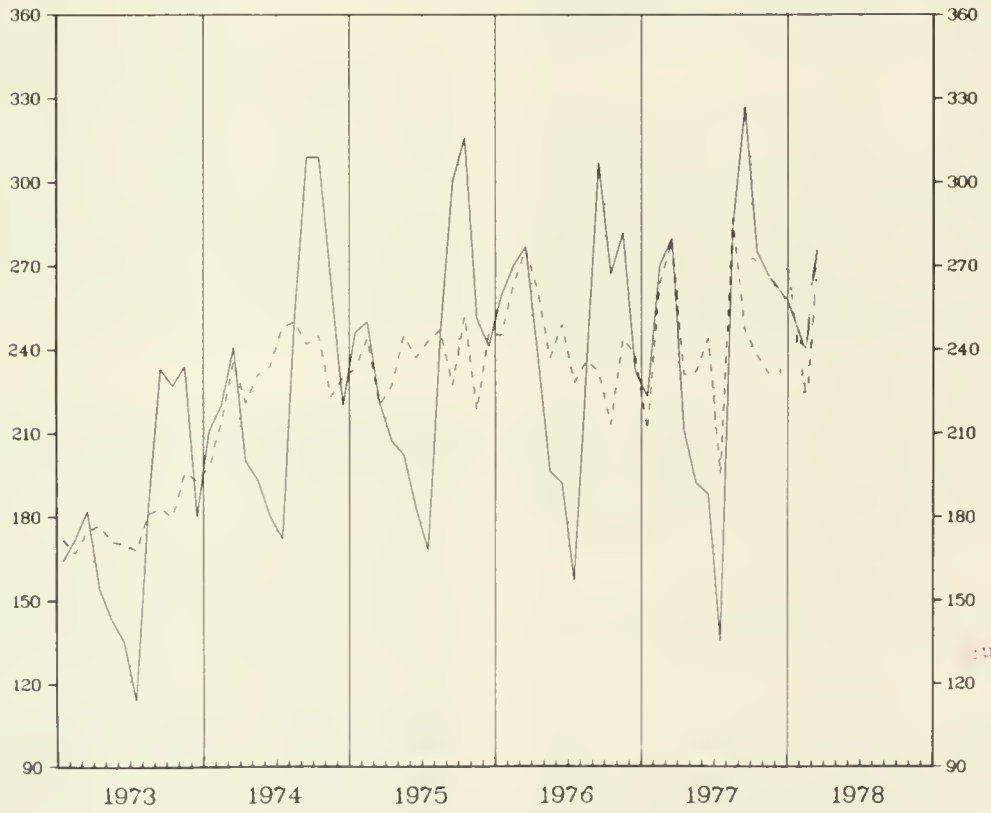
CONFECTIONERY MANUFACTURERS' NET SALES

1973 TO 1978
(Millions of Dollars)



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(Millions of dollars)

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March	260	261
February	270	277
January	227	240
1977		
December	269	262
November	231	266
October	238	275
September	247	327
August	287	284
July	195	135
June	244	188
May	232	192
April	231	211
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(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of confectionery	March 1978		February 1978		March 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	180,826	189,388	188,987	199,811	207,135	186,532
2065300	Package goods	71,423	68,493	84,840	81,870	86,592	71,689
2060114	Bar goods	70,222	84,407	64,893	79,874	79,334	80,813
2065201	5-cent and 10-cent specialties	19,835	24,893	21,006	26,981	22,739	23,883
2060121	Bulk goods, including penny goods	19,346	11,595	18,248	11,086	18,470	10,147

DESCRIPTION OF SURVEY

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Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Manufacturer-Wholesalers—Confectionery manufacturing establishments which sell primarily to wholesalers or retailers. This category includes chocolate manufacturers.

Manufacturer-Retailers—Confectionery manufacturing establishments which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Sales of Manufacturer-Wholesalers and chocolate-manufacturers sales represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of Manufacturer-Retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

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Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

RELATED REPORTS

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FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

APRIL 1978
M20C(78)-4
Issued June 1978

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

M 20C (78) - 4

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)

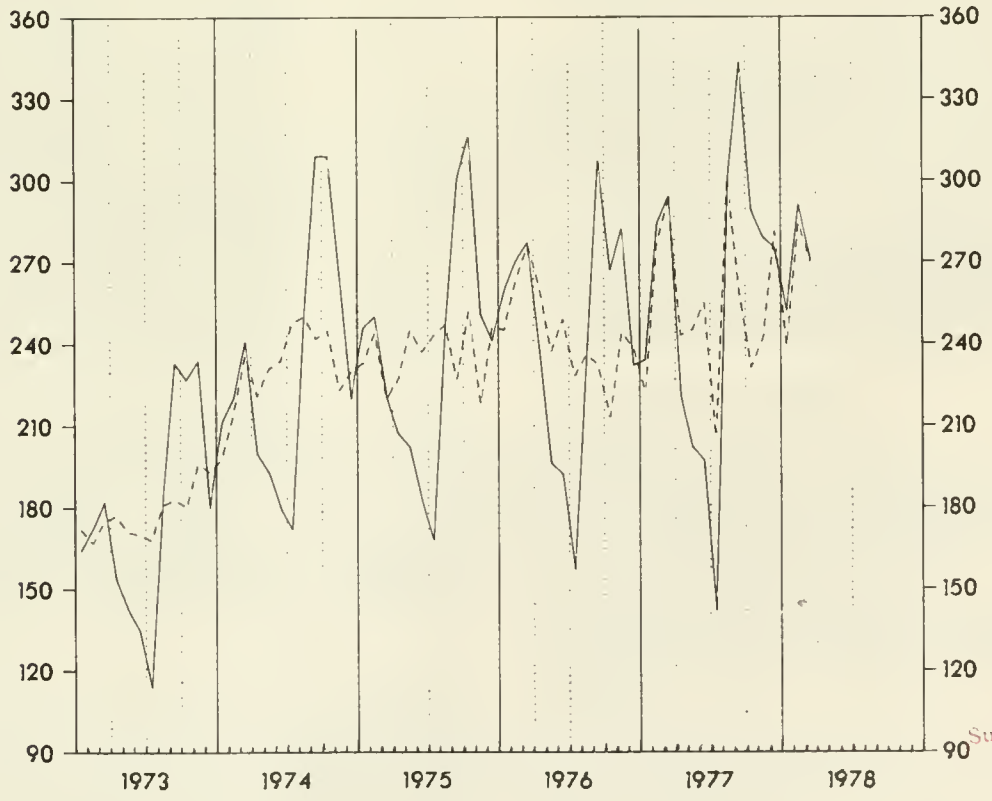

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Table 1.--SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1976 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
April	231	211
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157
June	249	192
May	237	196
April	261	238
March	276	277

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2.--QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	April 1978		March 1978		April 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	147,215	152,823	180,484	189,707	152,942	134,394
2065300	Package goods	51,483	48,052	71,156	68,781	64,234	49,606
2060114	Bar goods	59,712	72,516	70,818	84,949	54,457	58,267
2065201	5-cent and 10-cent specialties	16,562	20,963	18,962	24,255	15,227	16,479
2060121	Bulk goods, including penny goods	19,458	11,292	19,548	11,722	19,024	10,042

Table 3.--SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MARCH 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652, 20653, 20662	Confectionery	(NA)	271,000	4,682	4,094	(NA)	1.5	10,433	10,177	576	(NA)	277,173	(NA)	3.7

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	157.1020	157.1020
20653	157.1040	157.1040
20662		

[2]Source: Bureau of the Census report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M-20C.1, Confectionery by Type of Confectionery; and Form M-20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed form M-20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting-Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—

Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

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COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

Generally, it is somewhat easier to find a reasonable statistical basis for a comparison of exports with domestic output than for a comparison of imports with domestic output. Aside from the differences in the basic commodity classifications used, there are a substantial number of imported commodities which are not produced in the United States or are produced in very small quantities. On the other hand, the merchandise exported from the United States is ordinarily produced in this country and reflects items important in output.

There are other problems affecting the comparability of the three sets of data. Differences in methods of valuation is perhaps the principal such problem. There may be elements of duplication in output data but not in imports or exports; low-value transactions are excluded from data for individual export and import commodity classifications; and a small portion of manufacturing output is not allocated to detailed commodity lines. All of these factors affect comparability to some degree. For these reasons the relationships shown in this report should be considered as only approximations.

(a) *Valuation*—Domestic producers' shipments, or production, are usually valued at the point of production—the factory, mine, or farm.

On the other hand, exports are by definition values at the point of exportation—seaport, border point, or airport. Export values are the selling price, or cost if not sold, and include expenditures for freight, insurance, and other charges to the export point.

Further, the exporters' trade margin above costs increases the export values compared with producers' values. Information on the magnitude of this incremental margin on a commodity-by-commodity basis is not available.

The dollar value shown for imports in the basic statistics is defined ordinarily as the market value in the foreign country and excludes U.S. import duties, transportation, insurance, and other costs. In actual practice only the values reported for imports subject to an ad valorem rate of duty (accounting for 10 to 15 percent of total imports) tend to conform to this definition. For other imports, the reported values may inadvertently include ocean freight; intracompany shipments may reflect arbitrary values; etc.

Thus, import values tend to understate the unit prices at which imported goods are sold in the U.S. market, in that they do not cover transportation, insurance costs, import duties, and other costs. By the same token, the total value of imports relative to domestic output tends to be understated if viewed at the point of entry into the U.S. market. The calculated value of import duties is shown separately for each commodity line in the table, but sufficient information is not available on the transportation, insurance, and other costs for individual commodities for those costs to be shown in this report.

(b) *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at 4-digit or broader levels may be understated.

Where the duplication is known to be substantial, the output data are appropriately noted in the table.

(c) *Low-Value Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for the bulk of the commodities.

(d) *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the 4-digit commodity level often includes a small amount which is not distributed among the individual 5-digit product classes. Export and import percentages at the more detailed levels might thus be slightly overstated.

(e) *Time Lag Between Output and Exports*—There will sometimes be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported. The time lag will usually be greater if the merchandise moves through intermediaries (wholesalers, exporters) rather than directly from producers into the export market. Ordinarily, this type of discrepancy would not be very important in annual figures.

(f) *"Direct" vs "Total" Commodity Exports*—The commodity export data in this report represent direct exports of those commodities. They do not include the exports of the commodities which are incorporated into other, more finished products and exported in finished form. Thus, by showing only direct exports, the relation of exports to output for intermediate products, such as steel shapes and forms, is considerably understated. The figures for steel exported as such, does not include steel incorporated in automobiles, tractors, etc., which are also exported.

(g) *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

MAY 1978
M20C(78)-5
Issued July 1978

U.S. Department of Commerce
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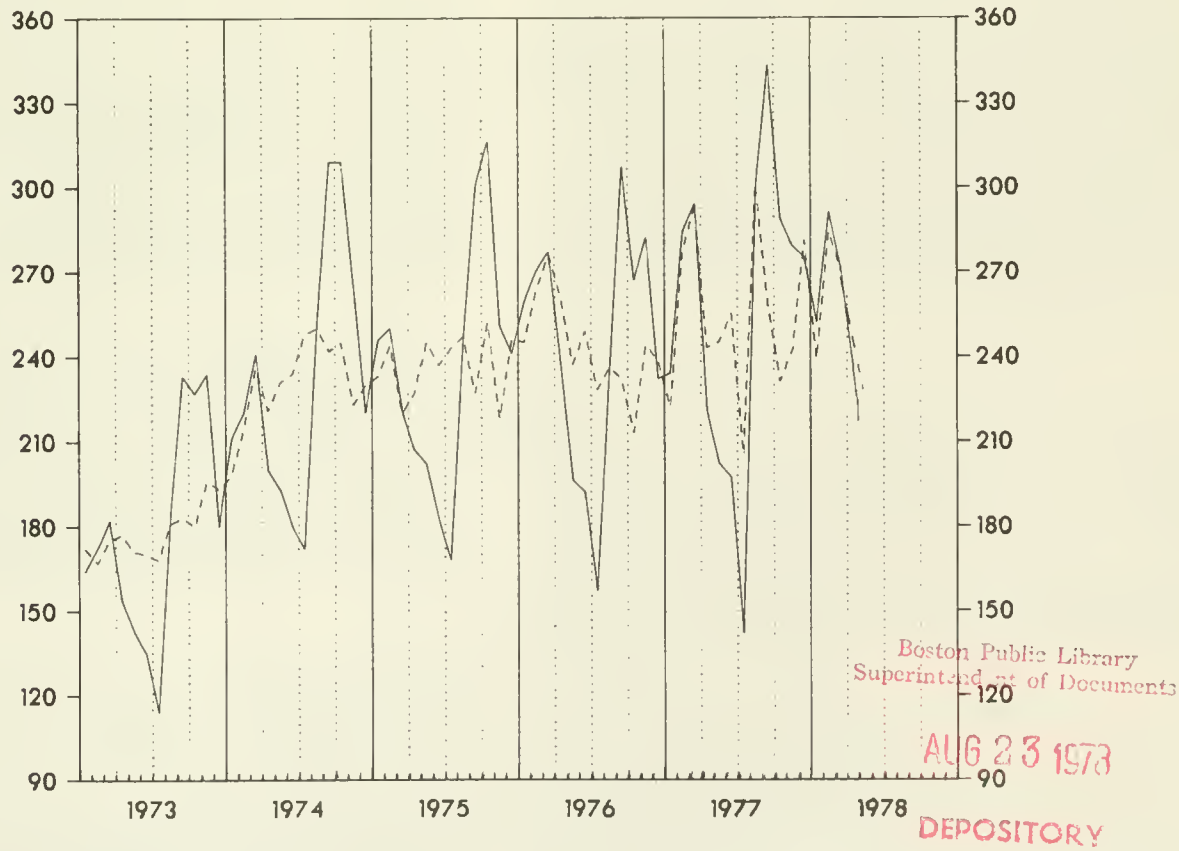
CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)



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(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
May	255	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157
June	249	192
May	237	196

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2.--QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	May 1978		April 1978		May 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	165,618	164,835	148,885	152,264	153,973	134,331
2065300	Package goods	69,328	60,641	53,905	48,497	64,770	51,717
2060114	Bar goods	55,781	66,625	59,490	72,314	52,445	52,700
2065201	5-cent and 10-cent specialties	20,697	26,279	16,263	20,394	17,455	19,571
2060121	Bulk goods, including penny goods	19,812	11,290	19,227	11,059	19,303	10,343

Table 3.--SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: APRIL 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652, 20653, 20662	Confectionery	(NA)	207,000	4,267	3,441	(NA)	1.7	10,918	10,063	550	(NA)	213,622	(NA)	4.7

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652, 20653, 20662	157.1020 157.1040	157.1020 157.1040

[2]Source: Bureau of the Census report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

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The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

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There are other problems affecting the comparability of the three sets of data. Differences in methods of valuation is perhaps the principal such problem. There may be elements of duplication in output data but not in imports or exports; low-value transactions are excluded from data for individual export and import commodity classifications; and a small portion of manufacturing output is not allocated to detailed commodity lines. All of these factors affect comparability to some degree. For these reasons the relationships shown in this report should be considered as only approximations.

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Thus, import values tend to understate the unit prices at which imported goods are sold in the U.S. market, in that they do not cover transportation, insurance costs, import duties, and other costs. By the same token, the total value of imports relative to domestic output tends to be understated if viewed at the point of entry into the U.S. market. The calculated value of import duties is shown separately for each commodity line in the table, but sufficient information is not available on the transportation, insurance, and other costs for individual commodities for those costs to be shown in this report.

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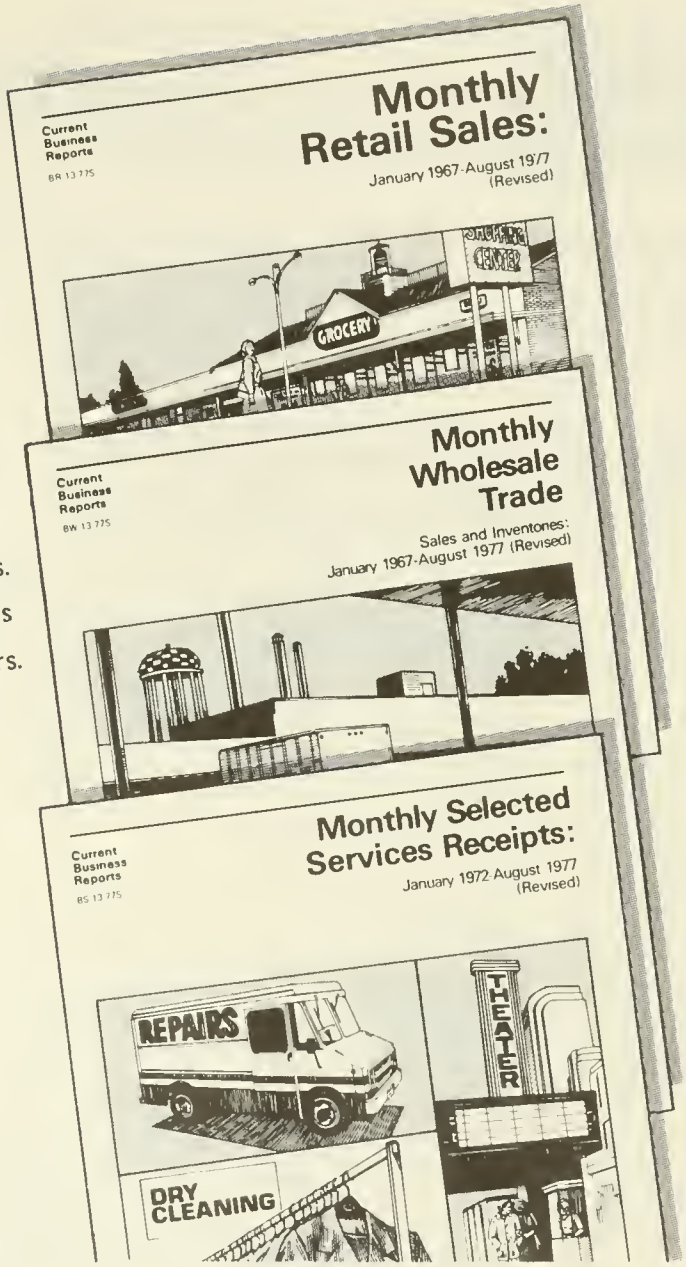

The results of an extensive modification of the monthly surveys of retail trade, wholesale trade, and selected service industries have been published by the Bureau of the Census. This is the first major revision of the surveys in several years.

Estimates from the old monthly series have been revised to reflect:

- **A new sample design**
- **A new sample of business firms**
- **Linking to dollar volume levels from the 1967 and 1972 economic censuses**
- **Redefining sales and receipts to exclude sales taxes and finance charges**
- **Updating business classifications to the 1972 Standard Industrial Classification (SIC) code rather than the 1967 SIC code**
- **Revising and updating the seasonal adjustment factors**

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JUNE 1978
M20C(78)-6
Issued August 1978

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual current industrial report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)

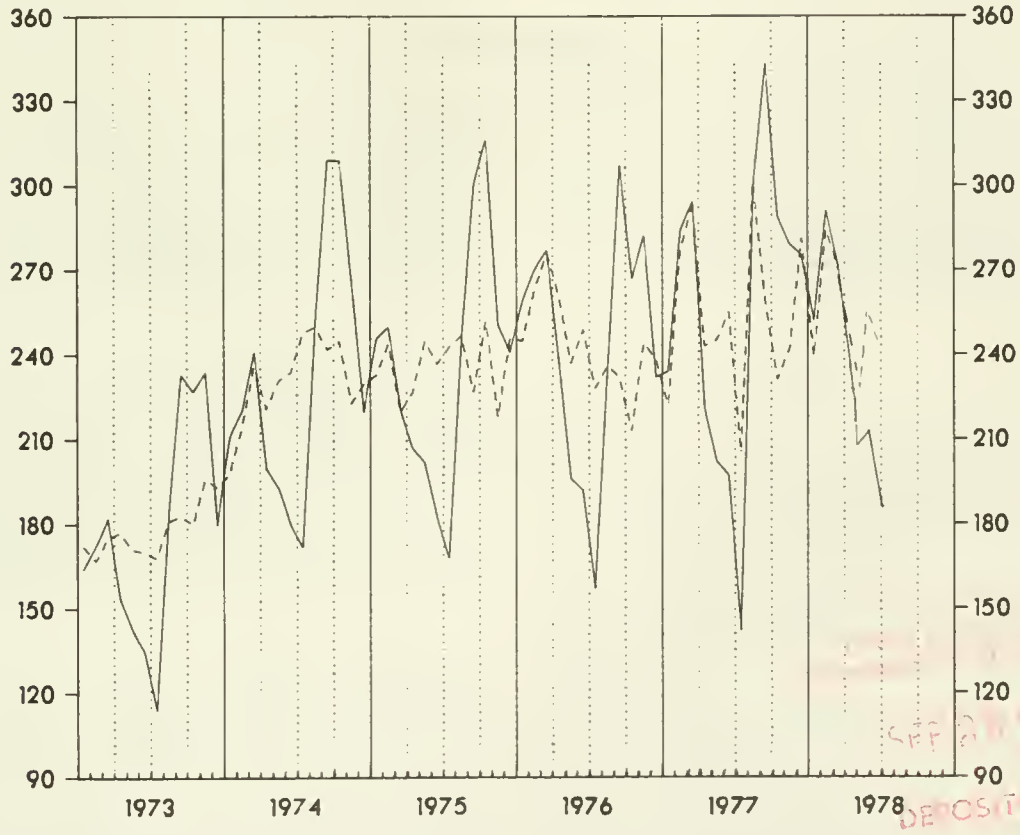

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1976 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
June	241	186
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157
June	249	192

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	June 1978		May 1978		June 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	145,193	143,233	165,144	164,400	158,700	142,597
2065300	Package goods	67,958	60,320	68,932	60,494	64,663	51,928
2060114	Bar goods	42,340	52,169	55,608	66,285	54,931	57,526
2065201	5-cent and 10-cent specialties	14,908	19,048	20,685	26,272	21,110	23,160
2060121	Bulk goods, including penny goods	19,987	11,696	19,919	11,349	17,996	9,983

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MAY 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652, 20653, 20662	Confectionery	(NA)	206,000	3,972	3,087	(NA)	1.5	10,391	11,141	499	(NA)	213,304	(NA)	5.2

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

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Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JULY 1978
M20C(78)-7
Issued September 1978

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual Current Industrial Report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)

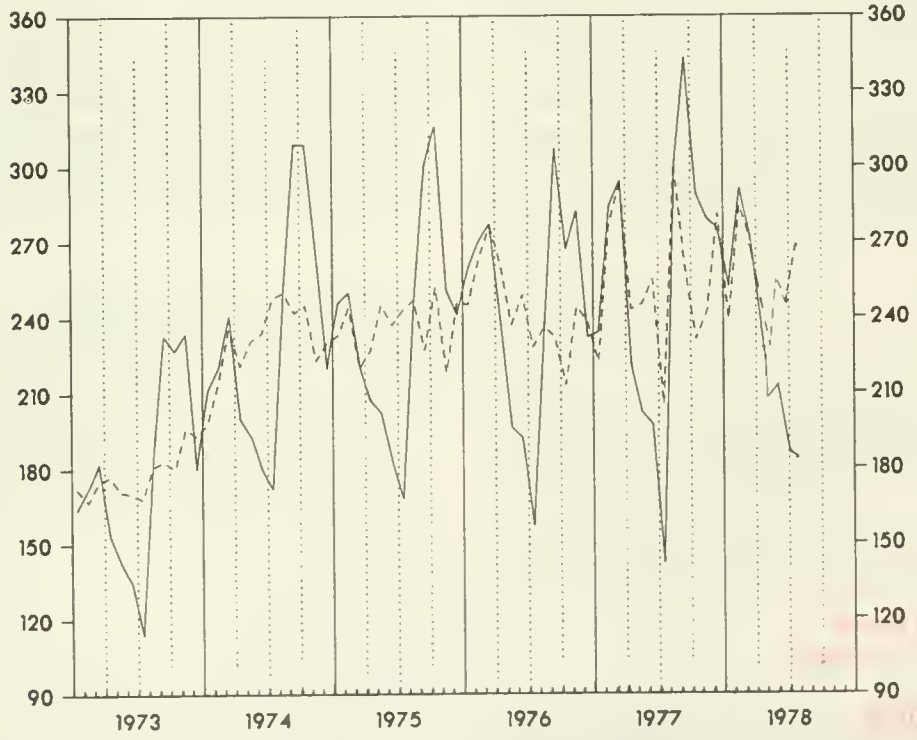

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1976 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
July	266	184
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234
1976		
December	238	233
November	244	282
October	213	267
September	232	307
August	236	234
July	228	157

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	July 1978		June 1978		July 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	136,954	139,557	149,709	144,709	108,035	99,298
20653 00	Package goods	51,294	48,097	67,910	59,196	41,995	34,880
20601 14	Bar goods	55,807	62,573	46,898	54,759	40,660	43,935
20652 01	5-cent and 10-cent specialties	16,000	20,516	14,983	19,115	12,781	13,502
20601 21	Bulk goods, including penny goods	13,853	8,371	19,918	11,639	12,599	6,981

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JUNE 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652 20653 20662	Confectionery	(NA)	188,000	3,668	2,845	(NA)	1.5	11,327	10,635	577	(NA)	195,790	(NA)	5.4

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—

Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities, which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

(a) *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes C. I. F. (cost, insurance, and freight), duty, and other charges to the import point.

(b) *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at 4-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

(c) *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

(d) *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the 4-digit industry level often includes a small amount which is not distributed among the individual 5-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

(e) *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

(f) *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

(g) *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census form MA-20D. The results of this survey are published in detail in a report entitled "Confectionery Manufacturers, Sales and Distribution," published by the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone number
Current Industrial Report M20C	Richard Preuss	(301) 763-2415
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Daisy Williams	(301) 763-7472
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AUGUST 1978
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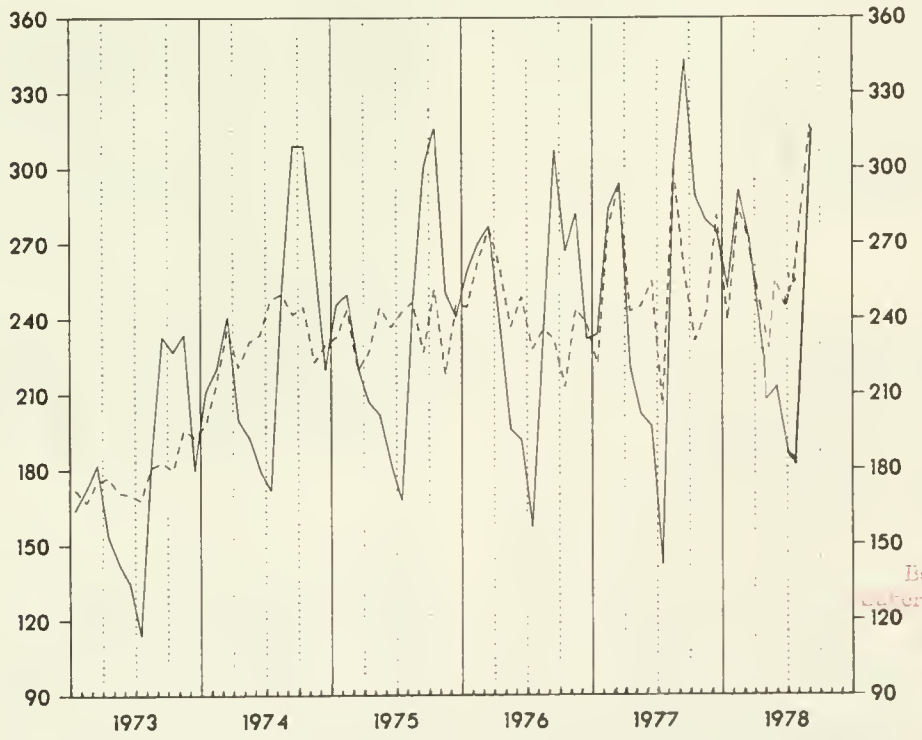

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(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
August	316	312
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
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February	277	284
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1976		
December	238	233
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October	213	267
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August	236	234
July	228	157

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds, value in thousands of dollars)

Product code	Type of confectionery	August 1978		July 1978		August 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	231,609	251,759	126,103	129,032	234,452	231,702
20653 00	Package goods	119,685	125,912	49,048	46,709	115,041	109,181
20601 14	Bar goods	68,003	85,216	47,631	53,587	74,289	83,917
20652 01	Specialties	21,196	26,865	15,953	20,505	23,840	26,330
20601 21	Bulk goods, including penny goods	22,725	13,766	13,471	8,231	21,282	12,274

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JULY 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652 20653 20662	Confectionery	(NA)	174,000	3,121	2,707	(NA)	1.6	10,671	10,059	542	(NA)	181,352	(NA)	5.5

(NA) Not available.

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Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
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5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

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(a) *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c. i. f. (cost, insurance, and freight), duty, and other charges to the import point.

(b) *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at 4-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

(c) *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

(d) *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the 4-digit industry level often includes a small amount which is not distributed among the individual 5-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

(e) *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

(f) *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

(g) *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

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Series	Frequency	Title
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FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

September 1978

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(78)-9
Issued November 1978

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual Current Industrial Report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)

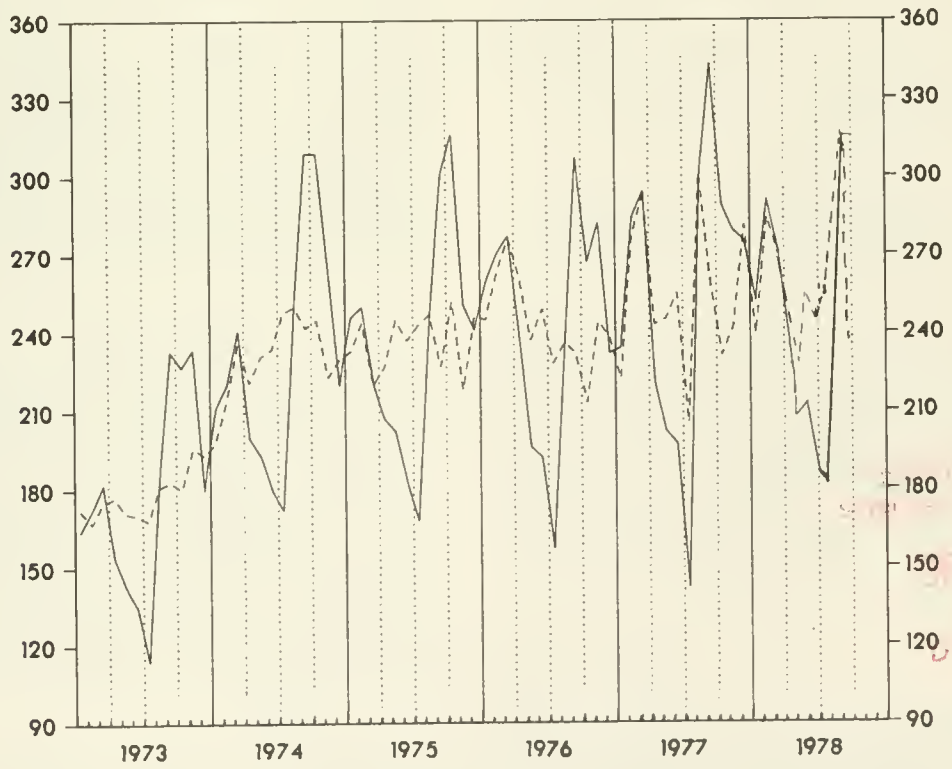

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1976 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
September	237	314
August	317	314
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234
1976		
December	238	233
November	244	282
October	213	267
September	232	307

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	September 1978		August 1978		September 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	229,134	240,529	233,331	253,499	271,702	267,874
20653 00	Package goods	121,835	124,374	120,665	126,555	137,784	130,814
20601 14	Bar goods	54,931	68,582	68,486	85,655	76,502	87,115
20652 01	Specialties	23,084	29,958	21,162	26,834	28,965	32,821
20601 21	Bulk goods, including penny goods	29,284	17,665	23,018	14,455	28,451	17,124

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: AUGUST 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652 20653 20662	Confectionery	(NA)	314,000	5,051	4,882	(NA)	1.6	9,901	9,097	480	(NA)	318,215	(NA)	2.9

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-140, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remianing establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle,unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities, which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

(a) *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

M 20C (78)-10

OCTOBER 1978

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(78)-10
Issued December 1978

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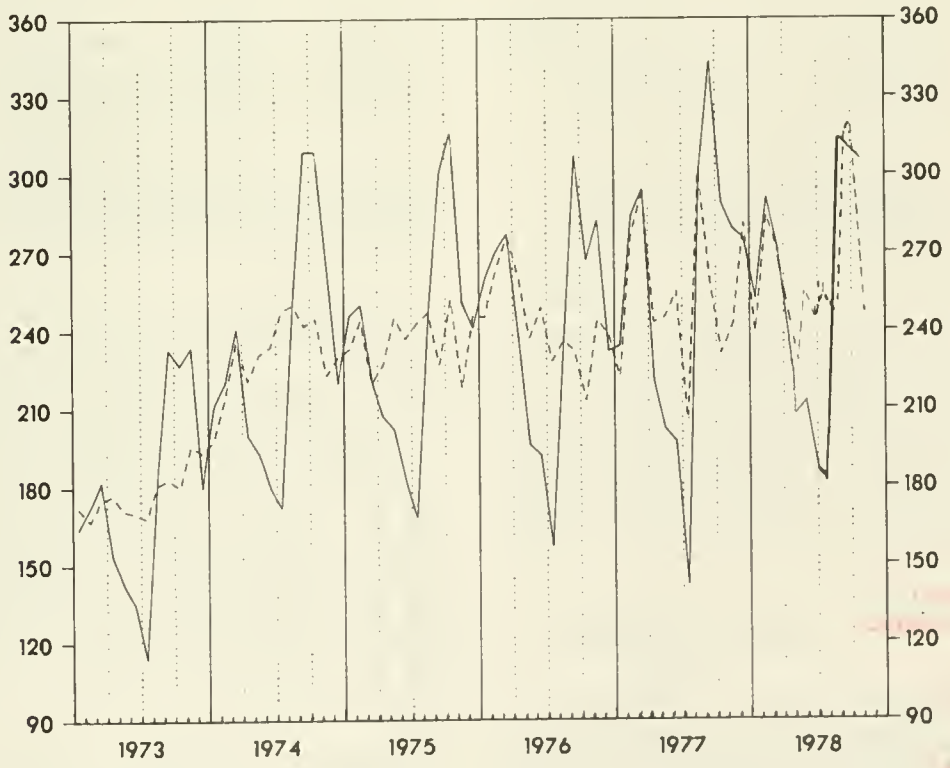
CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)



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(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
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October	244	305
September	322	306
August	317	314
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
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December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
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April	243	222
March	293	294
February	277	284
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December	238	233
November	244	282
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Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	October 1978		September 1978		October 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	194,125	213,538	227,711	243,685	207,813	203,653
20653 00	Package goods	106,115	112,526	120,979	122,262	111,995	105,495
20601 14	Bar goods	45,099	61,972	54,326	73,716	55,966	65,245
20652 01	Specialties	17,536	23,340	23,084	29,958	17,257	19,537
20601 21	Bulk goods, including penny goods	25,375	15,700	29,322	17,749	22,595	13,376

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: SEPTEMBER 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652 20653 20662	Confectionery	(NA)	306,000	5,721	6,668	(NA)	2.0	11,555	12,785	695	(NA)	312,117	(NA)	4.1

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157 1040	157 1040

[2]Source: Bureau of the Census Report FT-140, U.S. Exports--Schedule B--Commodity by Country.
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[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

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FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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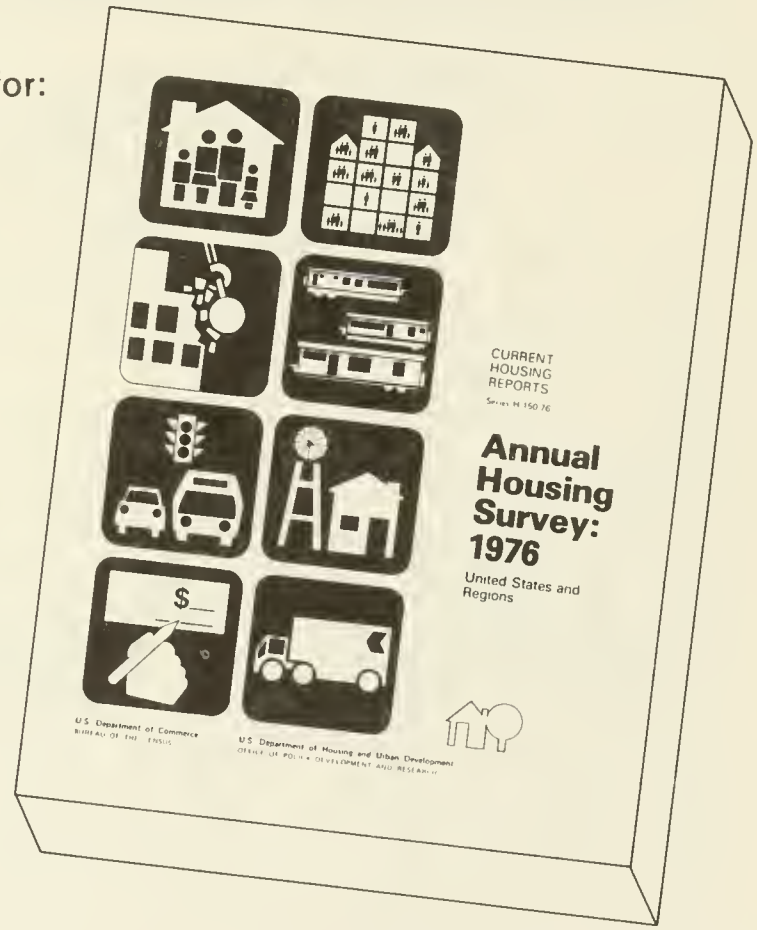

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

NOVEMBER 1978
M20C(78)-11
Issued January 1979

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3. An annual Current Industrial Report is also published in this series. The annual includes all the months for the current and previous years and incorporates all known revisions in the series.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1978
(Millions of Dollars)

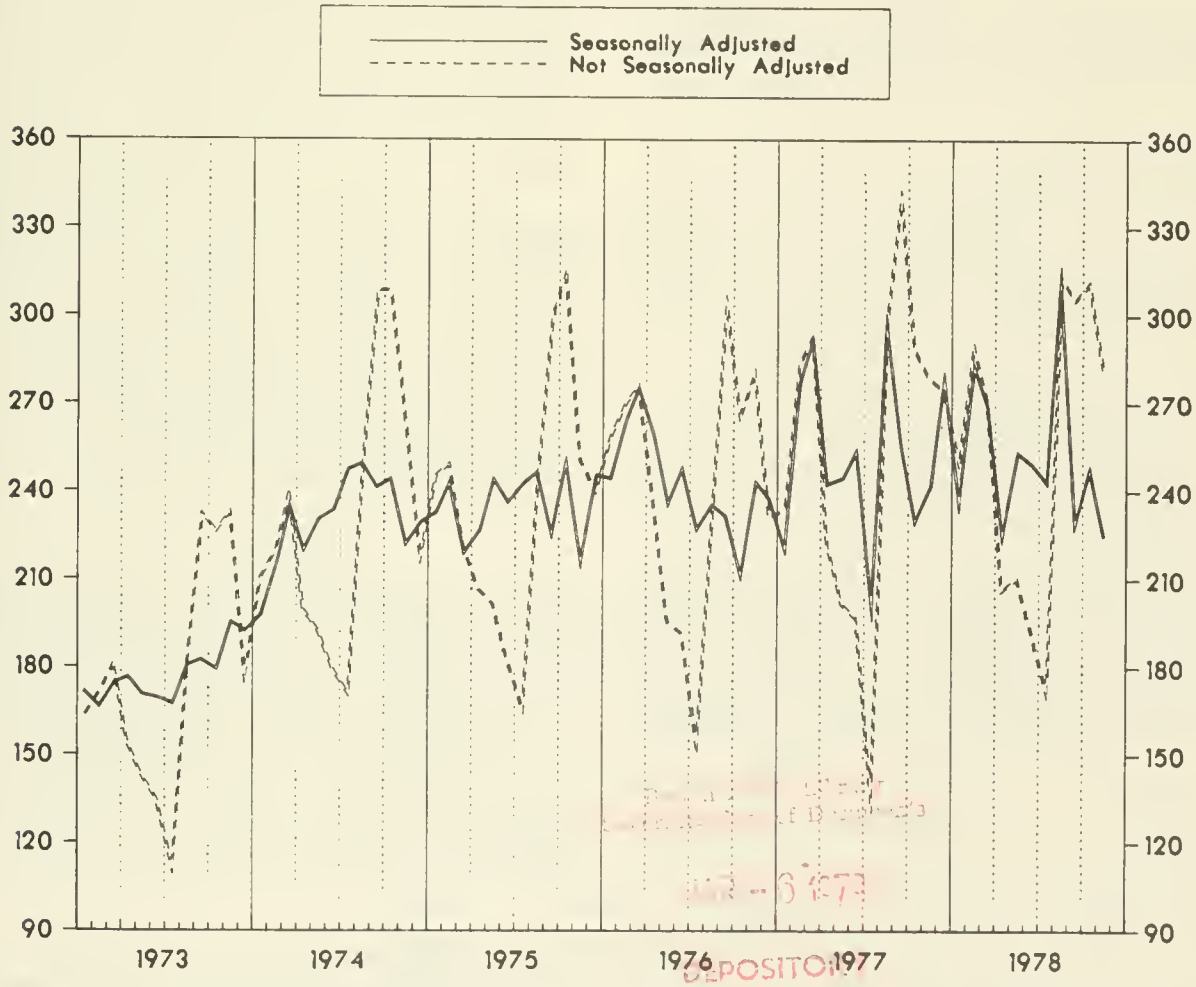

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1976 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
November	225	282
October	249	312
September	231	306
August	317	314
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234
1976		
December	238	233
November	244	282
October	213	267

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	November 1978		October 1978		November 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	176,427	191,946	193,748	212,986	199,465	195,113
20653 00	Package goods	99,070	103,241	105,842	112,022	113,005	106,713
20601 14	Bar goods	38,296	54,679	45,099	61,972	47,316	55,221
20652 01	Specialties	14,970	20,008	17,536	23,340	16,105	19,580
20601 21	Bulk goods, including penny goods	24,091	14,018	25,271	15,652	23,039	13,599

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: OCTOBER 1978

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity (1,000 lb.)	Value ($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value	Quantity (1,000 lb.)	Value[4] ($1,000)	($1,000)	Quantity (1,000 lb.)	Value ($1,000)	Quantity	Value
20652 20653 20662	Confectionery	(NA)	312,000	6,294	6,152	(NA)	2.0	13,979	16,937	977	(NA)	322,785	(NA)	5.2

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-140, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

DECEMBER 1978

M20C(78)-12
Issued February 1979

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1973 TO 1978
(Millions of Dollars)

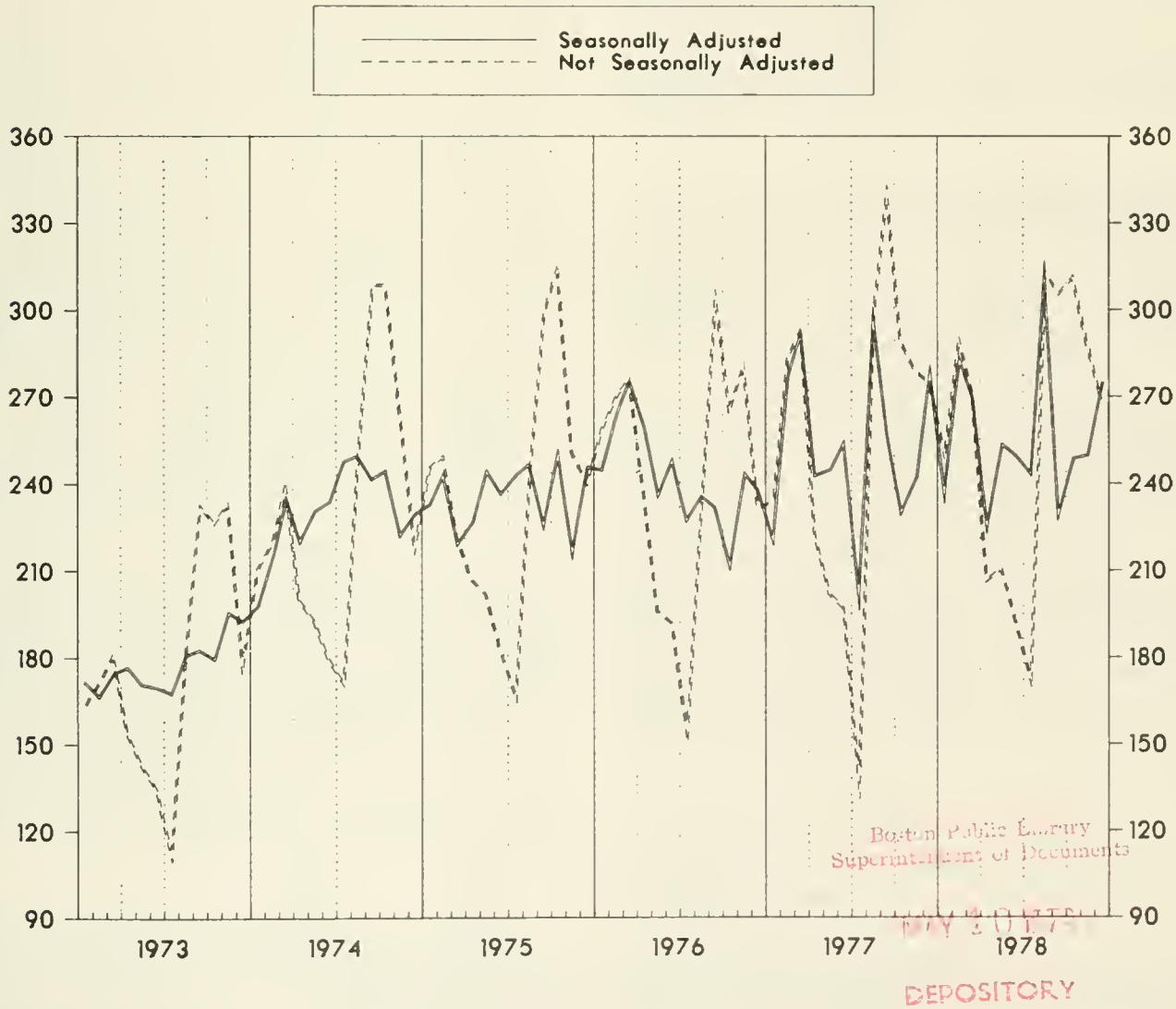

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1978		
December	275	269
November	250	289
October	249	312
September	231	306
August	317	314
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	December 1978		November 1978		December 1977	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	149,750	169,419	180,186	196,790	171,367	178,48[illegible]
20653 00	Package goods	73,029	78,433	98,786	103,415	83,416	79,80[illegible]
20601 14	Bar goods	41,801	54,772	42,121	59,080	52,974	64,05[illegible]
20652 01	Specialties	19,884	27,361	15,018	20,073	18,420	24,60[illegible]
20601 21	Bulk goods, including penny goods	15,036	8,853	24,261	14,222	16,557	10,01[illegible]

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: NOVEMBER 1978

(Quantity in 1,000 lb.; value and calculated import duty in $1,000)

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	289,000	4,618	4,815	(NA)	2.0	13,036	16,997	973	(NA)	303,852	(NA)	5.6

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-140, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle,unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities, which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

(a) *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c. i. f. (cost, insurance, and freight), duty, and other charges to the import point.

(b) *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

(c) *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

(d) *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

(e) *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

(f) *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

(g) *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of

Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled "Confectionery Manufacturers, Sales and Distribution," published by the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Richard Preuss	(301) 763-2415
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Daisy Williams	(301) 763-7472
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Confectionery, Including Chocolate Products

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SUMMARY FOR 1978

M20C(78)-13
Issued May 1978

SUMMARY OF FINDINGS

Total value of shipments for 1978 was $3,337 million, compared to $3,059 million in 1977. This is an increase of 59 percent. The value of chocolate bar goods increased 3 percent while the value of nonchocolate bar goods increased 16 percent. However, the quality of chocolate bar goods shipped decreased by 3 percent while the quantity of nonchocolate bar goods shipped increased by 7 percent.

The monthly data as shown in table 3A are revised. These revisions are a result of a company by company reconciliation between the monthly, annual, and 1977 Census of Manufactures reports. Although the total sales shown in the monthly survey are comparable to that requested on the annual survey, the estimates resulting from the two series differ for several reasons. The primary reason for the difference is due to over or underestimating for nonrespondents in the monthly program. While this is the major reason for the difference between the monthly and annual surveys, other factors often are significant. For example, companies included in both the monthly and annual surveys may consistently report annual figures which differ from the figures reported monthly. In addition, there are sampling fluctuations and coverage problems. For the monthly series the trend from month to month is considered more significant than the level of reporting.

CONFECTIONERY MANUFACTURERS' NET SALES
1974 TO 1978
(Millions of Dollars)

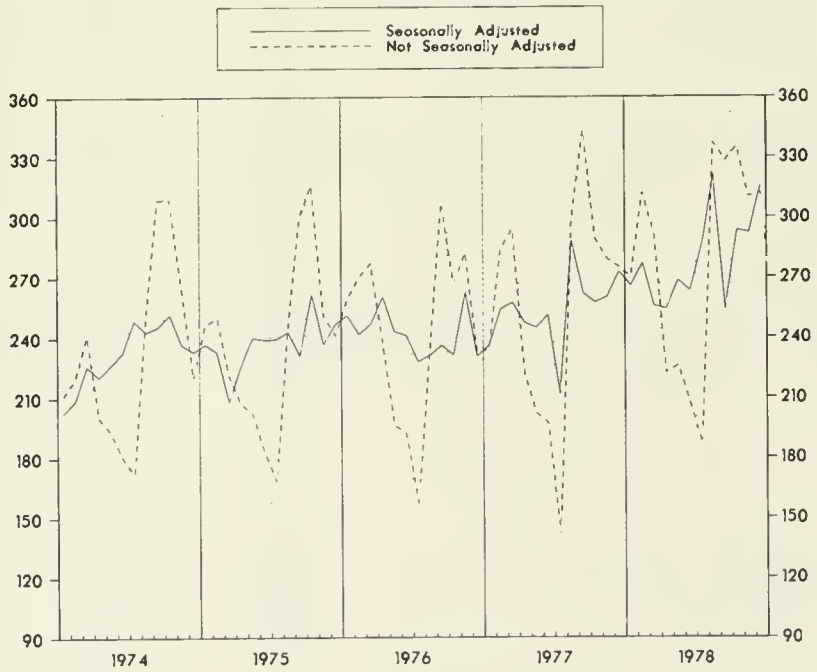

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Table 1. SUMMARY OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS: 1968 TO 1978

(In millions)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1978	3,174	3,337	14.9
1977	3,254	3,059	15.3
1976	3,467	2,912	17.0
1975	3,357	2,830	16.3
1974	3,651	2,771	17.8
1973	3,807	2,141	18.6
1972	3,793	1,976	18.8
1971	3,870	1,974	19.3
1970	3,938	1,910	19.9
1969	3,968	1,870	20.2
1968	3,907	1,756	20.3

Note: Includes all known producers of confectionery and competitive chocolate products, except retail confectioners with a single location. From 15 to 25 percent of the data are estimated for nonresponse and for small establishments excluded from the panel.

[1]Production plus imports minus exports divided by population, including Armed Forces abroad, as of July 1, 1977.

Source of population data: U.S. Bureau of the Census, "Current Population Reports," Series P-25, No. 646.

Table 2. Quantity and Value of Shipments of Confectionery Products: 1978 and 1977

(Quantity in thousands of pounds; value in thousands of dollars)

Class of Product	1978		1977	
	Quantity	Value	Quantity	Value
Total, net sales	3,174,272	3,336,773	3,253,898	3,058,664
Not reported	284,206	277,109	475,945	308,718
Reported	2,890,066	3,059,664	2,777,953	2,749,946
Chocolate - reported	1,597,316	2,178,557	1,567,077	1,974,324
Bar goods (units of one or two pieces)	713,807	944,907	738,796	916,975
Made to retail at:				
$.00 to $.14	11,236	13,466	(D)	(D)
$.15 to $.25	596,100	761,005	612,921	733,084
$.26 to $.49	9,377	12,535	(D)	(D)
$.50 and over	97,094	157,901	108,042	162,505
Bars included in multi-packs	116,507	124,232	106,962	108,516
Package goods (boxes, jars, bags, etc., including miniature bar goods)	684,122	998,956	655,044	865,794
Made to retail at:				
$3.50 or more per pound	(D)	(D)	(D)	(D)
$2.00 to $3.49 per pound	87,229	161,207	88,225	173,346
$1.50 to $1.99 per pound	215,654	279,329	189,098	214,158
$1.00 to $1.49 per pound	146,760	206,495	166,324	202,394
$.50 to $.99 per pound	125,445	140,447	131,561	144,199
Less than $.50 per pound	(D)	(D)	(D)	(D)
Specialties	113,786	153,407	102,134	128,515
Bulk (including changemaker items)	85,601	81,287	71,103	63,040
Nonchocolate - reported	1,292,750	881,107	1,210,876	775,622
Bar goods (units of one or two pieces)	279,494	259,168	262,176	223,898
Made to retail at:				
$.00 to $.14	53,178	39,586	63,541	42,223
$.15 to $.25	213,547	208,104	194,510	178,588
$.26 to $.49	(D)	(D)	(D)	(D)
$.50 and over	(D)	(D)	(D)	(D)
Bars included in multi-packs	65,321	47,330	65,174	47,510
Package goods (boxes, jars, bags, etc., including miniature bar goods)	720,499	464,521	673,760	408,894
Made to retail at:				
$2.00 or more per pound	31,956	41,960	17,278	23,035
$1.50 to $1.99 per pound	13,208	12,671	12,751	10,227
$1.00 to $1.49 per pound	80,803	70,453	21,755	22,238
$.50 to $.99 per pound	302,454	178,968	330,680	192,750
Less than $.50 per pound	292,078	160,469	291,296	160,644
Specialties	63,233	39,068	63,705	36,526
Bulk (including changemaker items)	229,524	118,350	211,235	106,304

(D) Withheld to avoid disclosing figures for individual companies.

Table 3A. VALUE OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS, BY MONTH: 1978 AND 1977

(Millions of dollars)

Month	1978		1977	
	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted
Total	(X)	3,337	(X)	3,059
January	266	270	236	234
February	277	312	254	284
March	255	291	257	294
April	254	222	247	222
May	268	226	245	202
June	263	207	251	197
July	285	187	212	142
August	321	337	288	298
September	254	328	262	343
October	293	335	257	289
November	292	310	260	279
December	315	312	273	275

(X) Not applicable

Table 3B. Combined Final Seasonal Trading Day Factors 1977 to 1979

Net Sales of Confectionery	January	February	March	April	May	June	July	August	September	October	November	December
One year ahead-1979	104.1	113.2	112.7	87.4	85.6	77.4	66.9	104.6	125.6	116.5	106.7	97.5
1978	101.7	112.8	113.9	87.4	84.3	78.7	65.5	105.1	129.2	114.3	106.2	99.0
1977	99.2	111.8	114.3	89.8	82.5	78.5	67.1	103.4	131.0	112.3	107.3	100.9

Table 4. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: 1978 AND 1977

(Quantity in 1,000 lb.; value and calculated import duty in $1,000)

Product code[1]	Item	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty[5]	Apparent consumption[6]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery	1978	3,174,272	3,336,773	53,139	48,485	1.7	1.5	136,611	147,246	7,696	3,257,744	3,435,534	4.2	4.3
		1977	3.253,898	3,058,664	44,485	33,757	1.4	1.1	120,275	97,999	5,221	3,329,688	3,122,906	3.6	3.1

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic Output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT 410, U.S. Exports Commodity by Country.
[3]Source: Bureau of the Census Report IM-145X, U.S. Imports for Consumption and General Imports (customs, f.a.s., and c.i.f. values).
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Source: Bureau of the Census Report IM-146, U.S. Imports for Consumption (customs value).
[6]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey includes U.S. firms engaged in the manufacture of confectionery products.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 210 reporting units accounting for 95 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and which include estimates.

Approximately 160 of the respondents are mailed form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 out of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

In addition to the total reports on sales by type of confectionery ingredients used, and sales by class of customer were collected on an annual basis on Census form MA-20D from a reporting panel of large establishments.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which estimates were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, the data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data for selected series shown in table 3A. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Manufacturer-Wholesalers—Confectionery manufacturing establishments which sell primarily to wholesalers or retailers. This category includes chocolate manufacturers.

Manufacturer-Retailers—Confectionery manufacturing establishments which sell primarily through their own retail outlets. Establishments which have only one retail outlet are not classified in manufacturing.

Sales of Manufacture-Wholesalers and Sales of Chocolate Manufacturers—Represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of Manufacturer-Retailers—Represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Bar Goods—Includes plain, coated, and molded confections with or without nuts. These are individual consumer units which are retailed separately or in economy packages.

Multi-Pack Bar Goods—Includes multiple units of standard size bars.

Specialties—Includes individual piece novelty items (such as candy canes or Easter eggs), rolls or packets of mints, holiday novelties, candy toys, and similar types of confections. Does not include cough drops and chewing gum.

Packaged Goods (Including Miniature Bar Goods)—Includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, including packaged minature bar goods, etc. Also includes packages of marshmallows, sugar-coated popcorn, and similar packaged confections, except those sold as bars or as specialities.

Bulk Goods—Includes hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighed out by the retailer to be sold by the pound or fraction thereof. Does not include penny goods.

Changemaker Goods (Formerly Penny Goods)—Includes all goods other than bars intended to retail in units of 9 cents or less. Excludes bar goods and bulk goods intended for sale by pound measurement or fraction thereof.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities, which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

(a) *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

(b) *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

(c) *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

(d) *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

(e) *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

(f) *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

(g) *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

HISTORICAL NOTE

This survey was begun in 1926 by the Bureau of the Census and has continued as a monthly report for the past 50 years. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959), available at your local Federal Depository Library.

RELATED REPORTS

This report is the result of a joint effort by the Bureau of Domestic Business Development and the Bureau of the Census and includes only summary data. More detailed statistics, based

on the annual survey, appear in the report entitled, **Confectionery Manufacturer's Sales and Distribution, 1976,** published by the Bureau of Domestic Business Development.

The Bureau of the Census also publishes reports on related products as follows:

Series	Frequency	Title
Current Industrial Reports		
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Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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ACKNOWLEDGMENTS

This report was prepared in the industry Division, Bureau of the Census, under the direction of Robert J. Nealon, Chief, Current Nondurables Branch, and Carole Klein, Chief, Food, Apparel, and Textiles Section. Rick Hanks was directly responsible for the review of the data and preparation of the report. Milton Eisen, Chief of the Division, and John R. Wikoff, Assistant Chief for Current Programs, provided overall direction and coordination to this project.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JANUARY 1979
M20C(79)-1
Issued March 1979

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1979
(Millions of Dollars)

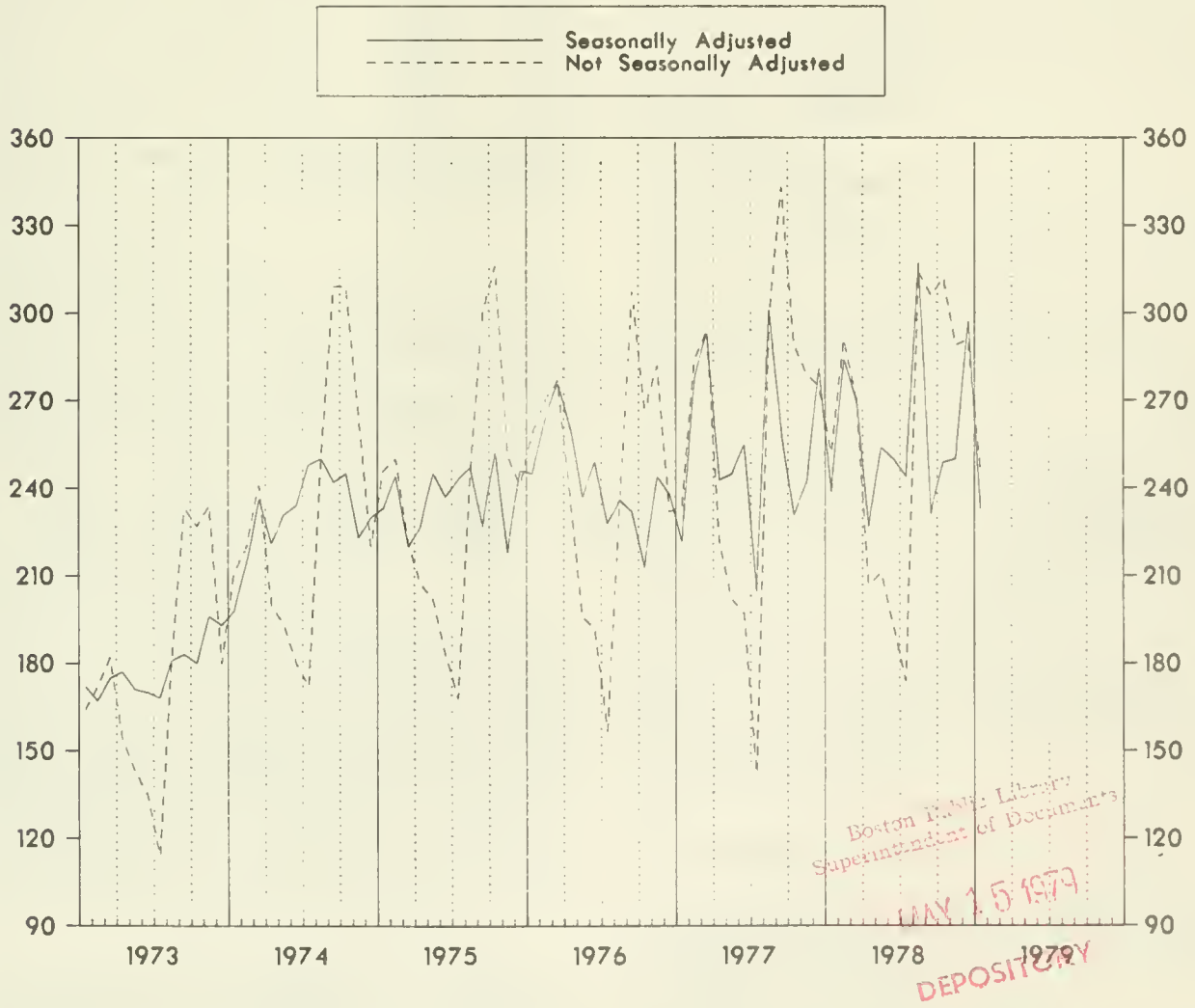

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1979		
January	233	246
1978		
December	297	291
November	250	289
October	249	312
September	231	306
August	317	314
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	January 1979		December 1978		January 1978	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	123,807	150,434	154,059	179,022	163,463	177,109
20653 00	Package goods	57,592	62,760	71,772	77,180	73,521	75,381
20601 14	Bar goods	38,586	64,085	47,492	65,705	56,652	70,668
20652 01	Specialties	10,343	13,391	19,884	27,361	16,207	20,493
20601 21	Bulk goods, including penny goods	17,286	10,198	14,911	8,776	17,083	10,567

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: DECEMBER 1978

(Quantity in 1,000 lb.; value and calculated import duty in $1,000)

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery	(NA)	291,000	4,063	3,740	(NA)	1.3	11,154	13,764	777	(NA)	301,024	(NA)	4.6

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-140, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 330 manufacturing establishments accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1967 Census of Manufactures. Approximately 700 small establishments are in the nonmail universe. Their sales data are estimated, based on their 1967 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 250 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 80 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2 account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle,unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

5-Cent and 10-Cent Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities, which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

(a) *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c. i. f. (cost, insurance, and freight), duty, and other charges to the import point.

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(f) *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

(g) *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of

Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled **Confectionery Manufacturers, Sales and Distribution**, published by the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

FEBRUARY 1979

M20C(79)-2
Issued April 1979

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1974 TO 1979
(Millions of Dollars)

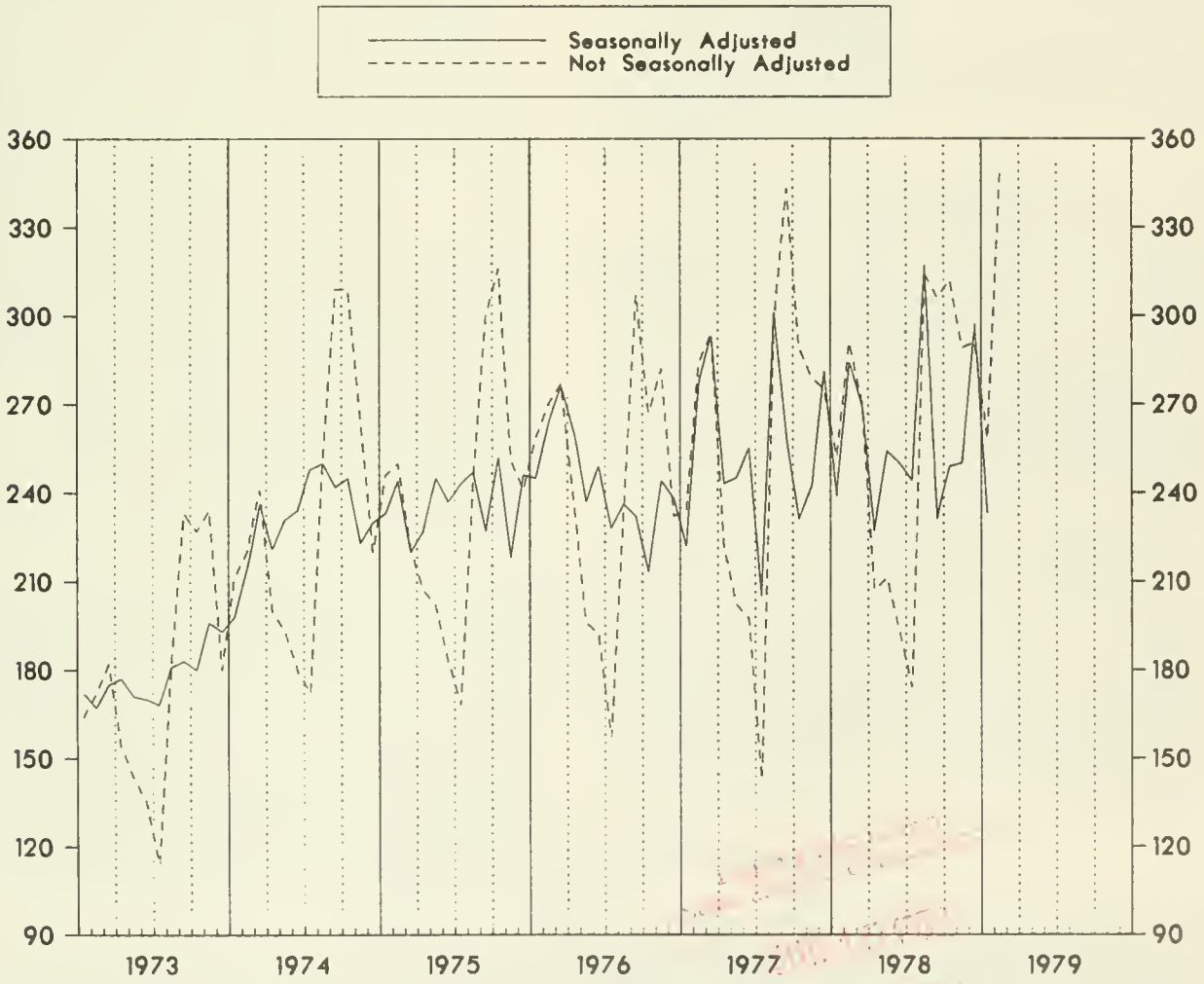

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1978

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1979		
February	340	348
January	244	258
1978		
December	297	291
November	250	289
October	249	312
September	231	306
August	317	314
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	February 1979		January 1979		February 1978	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	184,819	225,591	134,275	158,679	188,987	199,811
20653 00	Package goods	85,479	96,986	62,381	70,629	84,840	81,870
20601 14	Bar goods	64,119	95,004	43,789	64,113	64,893	79,874
20652 01	Specialties	16,806	22,409	10,464	13,509	21,006	26,981
20601 21	Bulk goods, including penny goods	18,415	11,192	17,641	10,428	18,248	11,086

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JANUARY 1979

(Quantity in 1,000 lb.; value and calculated import duty in $1,000)

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	258,000	3,355	3,328	(NA)	1.3	9,578	11,312	606	(NA)	265,984	(NA)	4.3

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-140, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
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Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

MARCH 1979

M20C(79)-3
Issued May 1979

M 20 C (79) -3

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1973 TO 1979
(Millions of Dollars)

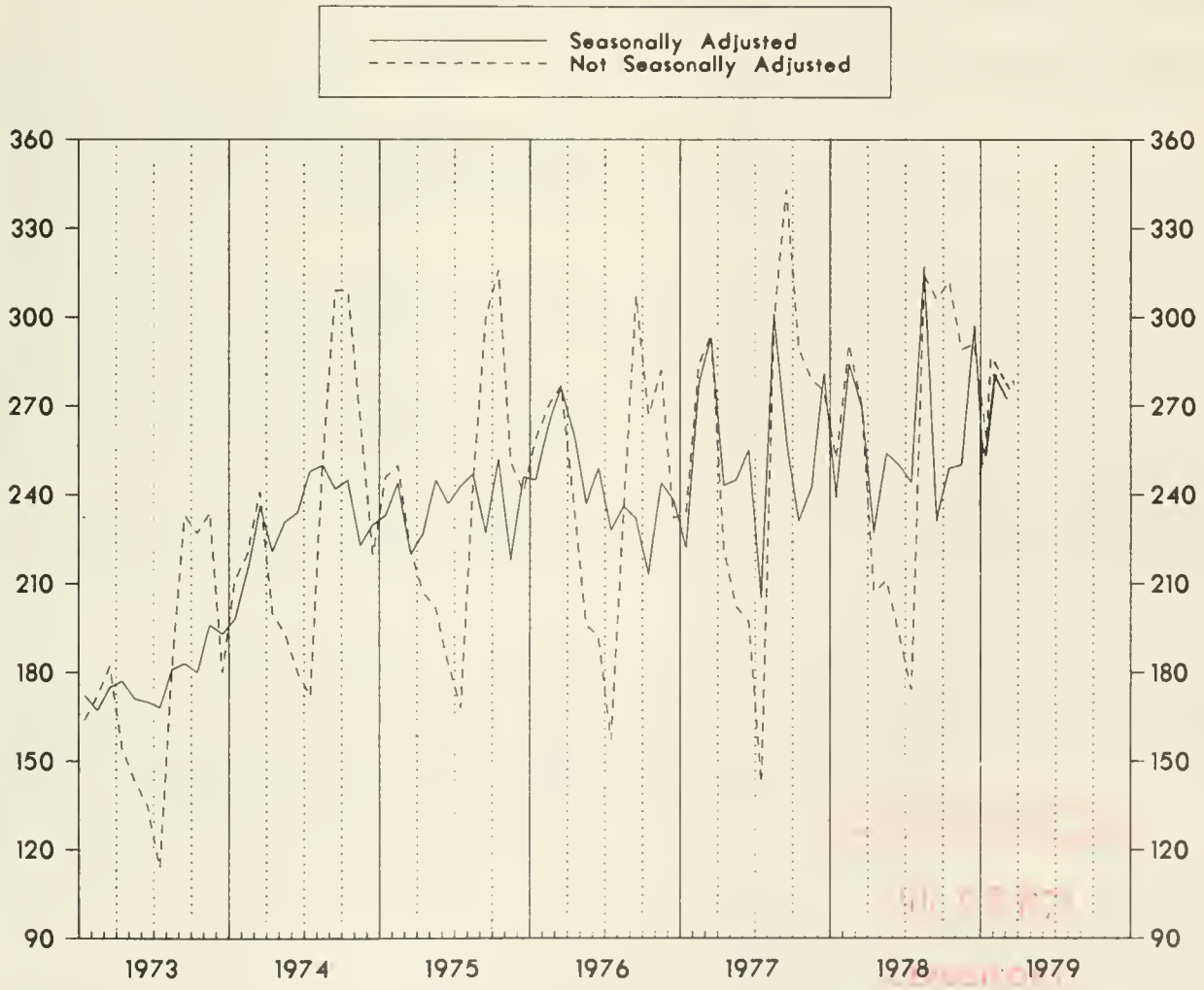

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1979

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1979		
March	278	279
February	281	288
January	244	258
1978		
December	297	291
November	250	289
October	249	312
September	231	306
August	317	314
July	244	174
June	250	193
May	254	211
April	227	207
March	270	271
February	284	291
January	239	252
1977		
December	281	275
November	242	279
October	231	289
September	259	343
August	301	298
July	205	142
June	255	197
May	245	202
April	243	222
March	293	294
February	277	284
January	222	234

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	March 1979		February 1979		March 1978	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	189,199	223,770	178,380	221,216	180,484	189,707
20653 00	Package goods	89,368	95,351	81,714	92,294	71,156	68,781
20601 14	Bar goods	61,119	88,749	61,782	95,427	70,818	84,949
20652 01	Specialties	20,353	27,842	16,806	22,409	18,962	24,255
20601 21	Bulk goods, including penny goods	18,359	11,828	18,078	11,086	19,548	11,722

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: FEBRUARY 1979

(Quantity in 1,000 lb.; value and calculated import duty in $1,000)

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	288,000	3,650	3,828	(NA)	1.3	8,035	9,940	533	(NA)	294,112	(NA)	3.4

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

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April—August 1979

M20C(79)4-8
Issued October 1979

The M20C monthly report has been temporarily suspended. A new and expanded sample frame for this survey was recently selected from the 1977 Census of Manufactures. As soon as the results from the new sample have been verified and any necessary revisions to data for earlier months have been made, the report will be reinstated.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Geraldine Bynum (301) 763-7807.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

M 20 C (79)-9

U.S. Department of Commerce
BUREAU OF THE CENSUS

JANUARY 1977 TO SEPTEMBER 1979

M20C(79)-9
Issued November 1979

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

This report provides revised monthly data on confectionery sales for January 1977 through September 1979. These revisions are based on an extensive reconciliation between the 1977 Census of Manufactures and the monthly confectionery reports. A detailed description of this reconciliation is included in the text.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Geraldine Bynum, (301) 763-7807.
For sale by the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable; currency submitted at sender's risk. Remittances from foreign countries must be by international money order or by a draft on a U.S. bank. Price 25 cents per copy, $3.25 per year.

Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1979

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1979		
September	352	442
August	385	403
July	359	240
June	333	258
May	333	285
April	358	313
March	295	332
February	319	359
January	309	322
1978		
December	355	351
November	329	349
October	329	376
September	285	368
August	261	379
July	322	211
1978-Continued		
June	297	234
May	316	266
April	286	250
March	288	328
February	312	352
January	300	305
1977		
December	326	330
November	312	336
October	309	348
September	314	412
August	259	268
July	255	171
June	301	237
May	293	243
April	295	265
March	308	353
February	306	342
January	283	282

[1]Data include manufacture-retailers.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY: MARCH TO SEPTEMBER 1979

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery		September	August	July	June	May	April	March
	Total sales of selected establishments	quantity	232,220	226,262	125,289	141,117	155,633	150,880	195,310
		value	277,047	264,430	136,932	157,935	175,833	180,981	236,228
20652 10, 20653 10, 20662 00	Package goods	quantity	120,209	112,699	54,903	64,433	64,156	60,108	90,912
		value	133,556	119,988	51,777	62,707	61,417	60,493	98,751
20652 10, 20653 10, 20662 00	Bar goods	quantity	64,759	71,974	43,719	43,694	54,394	58,223	67,073
		value	96,074	103,754	59,698	59,582	78,996	86,119	98,125
20652 10, 20653 10, 20662 00	Specialties	quantity	19,034	18,375	12,071	17,322	16,171	14,721	19,479
		value	29,898	26,995	17,938	26,100	23,657	23,167	27,670
20652 10, 20653 10, 20662 00	Bulk goods, including penny goods	quantity	28,218	23,214	14,596	15,668	20,912	17,828	17,846
		value	17,519	13,693	7,519	9,546	11,763	11,202	11,682

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JANUARY 1979 TO AUGUST 1979

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Month	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
.....	(NA)	403,000	5,247	6,321	(NA)	1.6	9,849	10,135	549	(NA)	406,814	(NA)	[illegible]
.....	(NA)	240,000	4,020	4,582	(NA)	1.9	9,247	10,711	640	(NA)	246,129	(NA)	[illegible]
.....	(NA)	258,000	4,376	4,138	(NA)	1.6	13,039	16,649	965	(NA)	270,511	(NA)	[illegible]
.....	(NA)	285,000	4,588	4,183	(NA)	1.5	8,975	14,799	471	(NA)	295,616	(NA)	[illegible]
.....	(NA)	313,000	4,725	4,526	(NA)	1.4	11,219	17,159	764	(NA)	325,633	(NA)	[illegible]
.....	(NA)	332,000	4,965	5,004	(NA)	1.5	12,644	17,354	899	(NA)	344,350	(NA)	[illegible]
ry.....	(NA)	359,000	3,650	3,828	(NA)	1.1	8,035	9,940	533	(NA)	365,112	(NA)	[illegible]
y.....	(NA)	322,000	3,355	3,328	(NA)	1.0	9,578	11,312	606	(NA)	329,984	(NA)	[illegible]

) Not available.

mparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652.....	157.1020	157.1020
20653.....	157.1040	157.1040
20662.....		

urce: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
urce: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
ports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
parent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, non-chocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal varitions (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the

month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports

and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled Confectionery Manufacturers, Sales and Distribution published by the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Geraldine Bynum	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Daisy Williams	(301) 763-7472
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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

OCTOBER 1979
M20C(79)-10
Issued December 1979

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THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

THE GRAPHIC PRESENTATION FOR THIS SURVEY WAS NOT AVAILABLE AT THE TIME OF PUBLICATION.

DEPOSITORY

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Geraldine Bynum, (301) 763-7807.
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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1979

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1979			1978--Continued		
October	396	461	June	297	234
September	346	435	May	316	266
August	385	403	April	286	250
July	359	240	March	288	328
June	333	258	February	312	352
May	333	285	January	300	305
April	358	313	1977		
March	295	332	December	326	330
February	319	359	November	312	336
January	309	322	October	309	348
1978			September	314	412
December	355	351	August	259	268
November	329	349	July	255	171
October	329	376	June	301	237
September	285	368	May	293	243
August	361	379	April	295	265
July	322	211	March	308	353
			February	306	342
			January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	October 1979		September 1979		October 1978	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	226,035	267,086	230,314	276,764	193,748	212,986
20653 00	Package goods	114,739	122,897	118,441	133,555	105,842	112,022
20601 14	Bar goods	68,756	100,150	64,717	96,053	45,099	61,972
20652 01	Specialties	17,095	27,267	19,034	29,634	17,536	23,340
20601 21	Bulk goods, including penny goods	25,445	16,772	28,122	17,522	25,271	15,652

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: SEPTEMBER 1979

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	435,000	6,052	7,030	(NA)	1.6	9,554	11,251	685	(NA)	444,524	(NA)	2.5

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premise are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, **Confectionery by Type of Confectionery**; and Form M20C.2, **Confectionery**. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for the new sample was the 1977 Census of Manufacturers. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, non-chocolate type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

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The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

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Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal

pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commerical wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Minature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled **Confectionery Manufacturers, Sales and Distribution** published by the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Geraldine Bynum	(301) 763-7807
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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

NOVEMBER 1979

M20C(79)-11
Issued February 1980

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose report were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

THE GRAPHIC PRESENTATION FOR THIS SURVEY WAS NOT AVAILABLE AT THE TIME OF PUBLICATION.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Geraldine Bynum, (301) 763-7807.

For sale by the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable; currency submitted at sender's risk. Remittances from foreign countries must be by international money order or by a draft on a U.S. bank. Price 25 cents per copy, $3.25 per year.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1979

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1979			1978--Continued		
			June	297	234
November	400	427	May	316	266
October	398	463	April	286	250
September	346	435	March	288	328
August	385	403	February	312	352
July	359	240	January	300	305
June	333	258	1977		
May	333	285			
April	358	313	December	326	330
March	295	332	November	312	336
February	319	359	October	309	348
January	309	322	September	314	412
			August	259	268
1978			July	255	171
December	355	351	June	301	237
November	329	349	May	293	243
October	329	376	April	295	265
September	285	368	March	308	353
August	261	379	February	306	342
July	322	211	January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	November 1979		October 1979		November 1978	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	200,991	238,154	223,895	264,309	180,18b	196,790
20653 00	Package goods	99,264	109,752	112,527	119,975	98,786	103,415
20601 14	Bar goods	60,470	86,562	68,800	100,268	42,121	59,080
20652 01	Specialties	17,218	27,349	17,095	27,266	15,018	20,073
20601 21	Bulk goods, including penny goods	24,039	14,491	25,473	16,800	24,261	14,222

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: OCTOBER 1979

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	463,000	6,504	6,720	(NA)	1.5	11,944	14,831	805	(NA)	471,111	(NA)	2.5

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652 20653 20662	157.1020 157.1040	157.1020 157.1040

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, **Confectionery by Type of Confectionery**; and Form M20C.2, **Confectionery**. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for difference in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal

pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods include plain, coated, and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods include penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—These include assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar-coated popcorn, and similar packaged confections.

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COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Industrial Economics. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled **Confectionery Manufacturers, Sales and Distribution** published by the Bureau of Industrial Economics.

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Series	Frequency	Title
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Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

DECEMBER 1979
M20C(79)-12
Issued February 1980

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

THE GRAPHIC PRESENTATION FOR THIS SURVEY WAS NOT AVAILABLE AT THE TIME OF PUBLICATION.

APR 29 1980

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Geraldine Bynum, (301) 763-7807.
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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY, 1977 TO 1979

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1979			1978--Continued		
December	361	352	June	297	234
November	396	423	May	316	266
October	396	461	April	286	250
September	346	435	March	288	328
August	385	403	February	312	352
July	359	240	January	300	305
June	333	258	1977		
May	333	285			
April	358	313	December	326	330
March	295	332	November	312	336
February	319	359	October	309	348
January	309	322	September	314	412
			August	259	268
1978			July	255	171
December	353	351	June	301	237
November	329	349	May	293	243
October	329	376	April	295	265
September	285	368	March	308	353
August	361	379	February	306	342
July	322	211	January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds, value in thousands of dollars)

Product code	Type of confectionery	December 1979		November 1979		December 1978	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	152,855	179,784	193,826	234,226	163,463	177,109
20653 00	Package goods	77,892	78,193	100,422	111,363	73,521	75,381
20601 14	Bar goods	46,032	64,364	52,208	81,061	56,652	70,668
20652 01	Specialties	17,910	29,845	17,217	27,348	16,207	20,493
20601 21	Bulk goods, including penny goods	11,021	7,382	23,979	14,454	17,083	10,567

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: NOVEMBER 1979

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code[1]	Item	Manufacturers' shipments		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionary	(NA)	423,000	4,063	3,740	(NA)	.01	11,256	15,833	883	(NA)	435,093	(NA)	.04

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, **Confectionery by Type of Confectionery**; and Form M20C.2, **Confectionery.** The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating some time between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal varitions (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the

month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports

and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Domestic Commerce. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled **Confectionery Manufacturers, Sales and Distribution** published by the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Geraldine Bynum	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Daisy Williams	(301) 763-7472
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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

SUMMARY FOR 1979

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(79)-13
Issued November 1980

SUMMARY OF FINDINGS

Total value of shipments for 1979 was $4,347 million, compared to $3,847 million in 1978. This is an increase of 13 percent. The value of chocolate bar goods increased 17 percent while the value of nonchocolate bar goods increased 7 percent. The quantity of chocolate bar goods shipped increased by 7 percent while the quantity of nonchocolate bar goods shipped increased by 3 percent.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

Table 1. SUMMARY OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS: 1969 TO 1979

(In millions)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1979	3,759	4,347	17.3
1978	3,588	3,847	16.8
1977	3,700	3,675	17.6
1976	3,467	2,912	17.0
1975	3,357	2,830	16.3
1974	3,651	2,771	17.8
1973	3,807	2,141	18.6
1972	3,793	1,976	18.8
1971	3,870	1,974	19.3
1970	3,938	1,910	19.9
1969	3,968	1,870	20.2

[1]Production plus imports minus exports divided by population, including Armed Forces abroad, as of July 1, 1977.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 646 (July 1, 1979 population was 220,584,000).

Address inquiries concerning these figures to U.S. Department of commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Carole Klein, (301) 763-5809.
For sale by Customer Services (DUSD), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable; currency submitted at sender's risk. Remittances from foreign countries must be by international money order or by a draft on a U.S. bank. Price, 25 cents per copy, $3.25 per year.

Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1977 TO 1979

(Quantity in thousands of pounds; value in thousands of dollars)

Product	1979		1978		1977[1]	
	Quantity	Value	Quantity	Value	Quantity	Value
Total net sales[2]	3,758,673	4,347,048	3,587,861	3,847,000	3,700,308	3,675,600
Chocolate and nonchocolate confectionery	3,609,881	4,175,937	3,432,113	3,680,349	3,539,500	3,516,400
Chocolate and chocolate-type confectionery	1,886,446	2,871,793	1,757,799	2,460,919	*1,756,700	2,274,700
Solid chocolate	159,794	300,598				
Solid chocolate mixed with other foods	146,264	301,947				
Panned, chocolate/confectioners exterior	294,982	397,373				
Panned, chocolate/confectioners interior			1,757,799	2,460,919	1,756,700	2,274,700
Chocolate coated/enrobed	883,546	1,388,286				
Confectioners coated/enrobed	227,471	264,215				
All other	122,339	142,466				
Chocolate type, n.s.k.	52,050	76,908				
Nonchocolate type confectionery	1,723,435	1,304,144	1,674,314	1,219,430	*1,782,800	1,241,700
Hard candy	549,719	507,796				
Caramel	153,371	126,060				
Toffee	8,438	5,990				
Marshmallow	190,151	76,502				
Nougat	26,742	16,897	1,674,314	1,219,430	1,782,800	1,241,700
Creams	36,869	18,908				
Fudge	14,862	21,268				
Jellies	219,475	104,315				
All other, including licorice	426,665	366,710				
Nonchocolate type, n.s.k.	97,143	59,698				
Confectionery, n.s.k.[3]	148,792	171,111	155,748	166,651	160,808	159,200

* Includes 10 to 19 percent estimated. N.s.k. Not specified by kind.

[1]Source: 1977 Census of Manufactures.
[2]Excludes resales.
[3]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel. Also includes data for products not adequately identified by detail product code. (See text for further explanation.)

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY PRODUCTS, BY PACKAGE TYPE: 1979 AND 1978

(Quantity in thousands of pounds; value in thousands of dollars)

Product	1979		1978	
	Quantity	Value	Quantity	Value
Total net sales[1]	3,758,673	4,347,048	3,587,861	3,847,000
Chocolate and nonchocolate confectionery	3,609,881	4,175,937	3,432,113	3,680,349
Chocolate and chocolate type confectionery	1,886,446	2,871,793	1,757,799	2,460,919
Bar goods	805,107	1,200,048		
Made to retail at:				
$0.00 to $0.14	7,059	7,015		
$0.15 to $0.25	643,905	931,432		
$0.26 to $0.49	28,221	33,728		
$0.50 and over	125,922	227,873		
Bars included in multipacks	85,845	127,826		
Package goods (boxes, jars, bags, etc., including minature bar goods)	766,216	1,229,659		
Made to retail at:			1,757,799	2,460,919
$3.50 or more per pound	87,404	232,763		
$2.00 to $3.49 per pound	134,433	250,542		
$1.50 to $1.99 per pound	199,992	289,826		
$1.00 to $1.49 per pound	201,287	273,010		
$0.50 to $0.99 per pound	135,391	171,620		
Less than $.50 per pound	7,709	11,898		
Specialties	123,770	188,055		
Bulk (including changemaker items)	111,590	144,102		
Chocolate type, n.s.k.	79,763	109,929		
Nonchocolate confectionery	1,723,435	1,304,144	1,674,314	1,219,430
Bar goods	361,403	420,504		
Made to retail at:				
$0.00 to $0.14	59,752	51,086		
$0.15 to $0.25	251,206	318,495		
$0.26 to $0.49	50,445	50,923		
$0.50 and over				
Bars included in multipacks	42,365	34,264		
Package goods (boxes, jars, bags, etc., including miniature bar goods)	852,905	573,545	1,674,314	1,219,430
Made to retail at:				
$2.00 or more per pound	34,234	54,579		
$1.50 to $1.99 per pound	29,498	28,335		
$1.00 to $1.49 per pound	117,976	99,034		
$0.50 to $0.99 per pound	362,322	232,643		
Less than $.50 per pound	308,875	158,954		
Specialties	85,422	64,476		
Bulk (including changemaker items)	282,126	163,699		
Nonchocolate type, n.s.k.	141,579	81,920		
Confectionery, n.s.k.[2]	148,792	171,111	155,748	166,651

N.s.k. Not specified by kind.

[1]Excludes resales.
[2]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel. Also includes data for products not adequately identified by detail product codes. (See text for further explanation.)

Table 4. CONFECTIONERY SALES, INCLUDING RESALES, BY TYPE OF OUTLET: 1979

(Thousands of dollars)

Type of outlet	1979
Total sales	4,477,157
Retailers	2,094,283
Grocery	840,280
Drug	400,635
Vending machine operators	241,935
Variety stores	258,512
Department stores	127,165
All other retailers	180,431
Retailers, n.s.k.	45,325
Wholesalers	1,615,994
Independent candy and tobacco	920,404
All other wholesalers	604,105
Wholesalers, n.s.k.	91,485
Other sales	312,376
Federal Government	71,293
Direct to consumers	148,926
All other, including exports	92,157
Type of outlet, n.s.k.	454,504
Resales	130,109

N.s.k. Not specified by kind.

Table 5. CONSUMPTION OF SELECTED INGREDIENTS BY THE U.S. CONFECTIONERY INDUSTRY: 1979

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	Pounds	Dollars
Total materials consumed	(X)	1,885,248
Sugar (cane-beet)	1,384,446	264,292
Corn syrup	1,006,876	85,578
Cocoa butter	106,523	245,644
Chocolate coatings:		
Milk	203,257	254,131
Other	128,948	158,795
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	102,208	156,248
Milk products	(X)	162,972
Fats and oils	82,433	44,320
Peanuts, shelled basis	243,212	104,121
Coconut meat	18,650	10,826
Almond kernels	20,362	34,140
Other nuts and nut meats	10,914	21,746
Other edible materials[1]	(X)	171,071
Materials, n.s.k.	(X)	171,364

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1977 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1] Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 6. VALUE OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS, BY MONTH: 1979, 1978, AND 1977

(Millions of dollars; not seasonally adjusted)

Month	1979	1978	1977
Total	4,347	3,847	3,676
January	333	311	289
February	372	359	350
March	344	335	361
April	324	255	272
May	295	272	249
June	267	239	243
July	248	215	175
August	417	387	275
September	450	376	422
October	477	384	357
November	438	356	344
December	382	358	339

Table 7. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: 1979, 1978, AND 1977

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code[1]	Item	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty[5]	Apparent consumption[6]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652	Confectionery...	1979	3,758,673	4,347,048	58,126	59,617	1.5	1.4	126,104	169,845	8,524	3,826,651	4,457,276	3.3	3.8
20653		1978	3,587,861	3,847,000	53,159	48,485	1.5	1.3	136,611	147,246	7,696	3,671,313	3,945,761	3.7	3.7
20662		1977	3,700,308	3,675,600	44,485	33,757	1.2	0.9	120,275	97,999	5,221	3,776,098	3,739,842	3.2	2.6

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic Output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report EM 522, U.S. Exports.
[3]Source: Bureau of the Census Report IM 145-X, U.S. Imports for Consumption and General Imports.
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[6]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in manufacturing confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing and, therefore, are not included in this survey.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census annual Form MA-20D, *Annual Confectionery Survey* and represent all domestic shipments of confectionery products. The aggregates published in this report have been compiled from a sample of approximately 300 reporting units accounting for 95 percent of the total U.S. manufacturers' sales of confectionery products. Companies for which 1977 Census of Manufactures data were derived from administrative records (generally those with less than five employees) were not included in the survey mail panel. Data for these small producers were estimated based on the year-to-year movements shown by reporting firms.

The universe for this sample was the 1977 Census of Manufactures and the 1978 Annual Survey of Manufactures. All companies reporting in product classes 20652, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653, nonchocolate-type confectionery products; and 20662, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment in these surveys were mailed annual Form MA-20D. As a result of this new sample, approximately 90 companies were added to the existing mailing panel. Detailed data were received from these companies for 1979 only. Therefore, information for 1979 on confectionery shipments by type of package and type of product are comparable to prior years. Table 2 of this report shows revised product class information for 1978 and 1977. These revised data are based on information received in the 1977 Census of Manufactures and 1978 Annual Survey of Manufactures.

Survey Error—Figures for the current year include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the year-to-year movements shown by reporting firms. The overall imputation rate is generally limited to 10 percent, including about 5 percent for small respondents excluded from the annual panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which estimates were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Solid Chocolate—Chocolate molded in various shapes without additional foods.

Solid Chocolate Mixed With Other Foods—Candy centers or combination of the various classes of candy: mixed with fruits, nuts, cereals, etc., individually or collectively; that are molded into various shapes.

Panned Chocolate and/or Confectioners Exterior:

Confectioners Exterior—Candy centers of any of the various classes of candy or combinations of these classes that may or may not be mixed with fruits, nuts, cereals, etc., that are covered with confectioners coating in a revolving pan.

Chocolate Coating Exterior—Candy centers of any of the various classes of candy or combinations of these classes that may or may not be mixed with fruits, nuts, cereals, etc., that are covered with chocolate coating in a revolving pan.

Panned Chocolate and/or Confectioners Interior:

Confectioners Coating Interior—Centers made with confectioners coatings or confectioners coatings mixed with other foods that are covered with a sugar shell as applied in a revolving pan.

Chocolate Coating Interior—Centers made with chocolate or chocolate mixed with other foods that are covered with sugar shell as applied in a revolving pan.

Chocolate Coating Enrobed—Candy centers or combination of the various classes of candy that may or may not contain individually or collectively fruits, nuts, cereals, etc., which are covered with chocolate by enrobing.

Confectioners Coating Enrobed—Candy centers or combinations of the various classes of candy that may or may not contain fruit, nuts, cereals, etc., that are covered with confectioners coating by enrobing.

Hard Candy:

Nongrained—The mass of sugar is cooked, cooled, and formed.

Grained—The mass of cooked sugar is pulled so that it is aerated. The candy is permitted to cool and grain.

Brittles—The mixture of sugar is cooked in such a way so as to produce a brown color. Nuts are usually added.

Taffies—The mass of cooked sugar is essentially the same composition of sugars except there is a higher percentage of corn sirup used. The characteristic texture is plastic, varying from hard chewy to soft chewy.

Caramel:

Nongrained—This class of candy is composed of sugars, corn sirup, and protein. The texture is plastic. It is produced in such a manner to encourage browing and develop a plastic texture.

Grained—The same procedure as above except this type is processed in such a manner to produce a grained or short product.

Toffee—Toffee is composed of essentially the same ingredient as caramel. The finished product is less plastic and more brittle.

Marshmallow:

Nongrained—The mass of sugar is cooked and aerated using an aerating agent to assist in retaining the entrapped air. This also serves to maintain the characteristic low density of the product.

Grained—The same procedure as above except that this type is processed in such a manner to produce a grained or short product.

Nougat:

Nongrained—The ingredients are processed in such a manner as to produce a chewy textured product.

Grained—The ingredients are processed in such a way as to produce a grained or short product.

Creams:

Soft—The mass of cooked sugars is so processed as to yield a crystallized sugar mass. The crystallization is controlled so as to produce a smooth textured, soft paste.

Hard—Same as above except the texture is finer.

Fudge—Composed of the same ingredients as caramel. The formulation is manipulated to produce varying degrees of grain.

Jellies:

Soft—The mass of sugar is cooked usually with starch to produce a solidified jelly texture. The product is formed and may or may not be coated.

Hard—The basic principles apply here as above except that a jellying agent other than starch is used.

Licorice:

Black—The mass of sugars with flour and/or starch is cooked, formed, and cooled in such a manner as to produce a chewy texture. For flavor, licorice extract and other flavors are used, plus black color.

Other—Similar product as above except that other flavors and colors may be substituted in lieu of licorice extract and black color.

Bar Goods—Bar goods include plain, coated, and molded confections with or without nuts. These are individual consumer units which are retailed separately or in economy packages.

Multipack Bar Goods—Includes multiple units of standard size bars.

Specialties—Includes individual piece novelty items (such as candy canes or Easter eggs), rolls or packets of mints, holiday novelties, candy toys, and similar types of confections. Does not include cough drops and chewing gum.

Packaged Goods (Including Miniature Bar Goods)—Includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, including packaged minature bar goods, etc. Also includes packages of marshmallows, sugar-coated popcorn, and similar packaged confections, except those sold as bars or as specialities.

Bulk Goods—Includes hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof. Does not include penny goods.

Changemaker Goods (Formerly Penny Goods)—Includes all goods other than bars intended to retail in units of 9 cents or less. Excludes bar goods and bulk goods intended for sale by pound measurement or fraction thereof.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import com-

modity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501 effective March 1979 and for shipments valued under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Exports and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

h. *Geographic Area of Coverage*—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

HISTORICAL NOTE

This survey was begun in 1926 by the Bureau of the Census and has continued as a monthly report for the past 50 years. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959), available at your local Federal Depository Library.

RELATED REPORTS

This report is the result of a joint effort by the Bureau of Industrial Economics and the Bureau of the Census and includes only summary data. More detailed statistics, based on the annual survey, appear in the report entitled, *Confectionery Manufacturer's Sales and Distribution, 1979,* published by the Bureau of Industrial Economics.

The Bureau of the Census also publishes reports on related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—ScheduleE—Commodity by Country

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Series	Frequency	Title
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Carole Klein	(301) 763-7541
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Customer Services (DUSD)	(301) 449-1600
To order Census Bureau microfiche	Maria Brown	(301) 763-5511

ACKNOWLEDGMENTS

This report was prepared in the Industry Division, Bureau of the Census, under the direction of Robert J. Nealon, Chief, Current Nondurables Branch, and Carole Klein, Chief, Textiles and Apparel Branch. Judy Dodds and Carole Klein were directly responsible for the review of the data and preparation of the report. Roger Bugenhagen, Chief of the Division, and John R. Wikoff, Assistant Chief for Commodity and Special Programs, provided overall direction and coordination to this project.

3. 158:

CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JANUARY 1980
M20C(80)-1
Issued March 1980

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

M 20 C (80)-1

THE GRAPHIC PRESENTATION FOR THIS SURVEY WAS NOT AVAILABLE AT THE TIME OF PUBLICATION.

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Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Judy Dodds, (301) 763-7837.
For sale by the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable; currency submitted at sender's risk. Remittances from foreign countries must be by international money order or by a draft on a U.S. bank. Price 25 cents per copy, $3.25 per year.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS TOTAL NET SALES OF CONFECTIONERY 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980		
January	386	402
1979		
December	379	369
November	396	423
October	398	463
September	346	435
August	385	403
July	359	240
June	333	258
May	333	285
April	358	313
March	295	332
February	319	359
January	309	322
1978		
December	355	351
November	329	349
October	329	376
September	285	368
1978--Continued		
August	261	379
July	322	211
June	297	234
May	316	266
April	286	250
March	288	328
February	312	352
January	300	305
1977		
December	326	330
November	312	336
October	309	348
September	314	412
August	259	268
July	255	171
June	301	237
May	293	243
April	295	265
March	308	353
February	306	342
January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds, value in thousands of dollars)

Product code	Type of confectionery	January 1980		December 1979		January 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	153,172	210,583	155,176	183,536	134,275	158,679
20653 00	Package goods	75,982	96,448	77,574	78,611	62,381	70,629
20601 14	Bar goods	51,714	82,691	48,651	67,676	43,789	64,113
20652 01	5 cent and 10 cent specialties	13,849	21,743	17,910	29,845	10,464	13,509
20601 21	Bulk goods, including penny goods	11,627	9,701	11,041	7,407	17,641	10,428

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY DECEMBER 1979

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code[1]	Item	Manufacturers' shipments[1]		Export of domestic mershandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	402,000	6,581	6,217	(NA)	1.6	10,764	11,347	724	(NA)	407,130	(NA)	2.8

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	157.1020	157.1020
20653	157.1040	157.1040
20662		

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, **Confectionery by Type of Confectionery**; and Form M20C.2, **Confectionery.** The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating some time between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal varitions (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the

month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

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c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports

nd imports, the relation of exports to output and imports to pparent consumption for intermediate products is considerably nderstated.

g. *Used Commodities*—With a few exceptions, used or rebuilt ommodities are classified in the same import or export codes as new merchandise. Percentages are thus overstated to the xtent that used or rebuilt products are significant in trade.

ELATED REPORTS

An annual summary Current Industrial Report is published in his series. This report consists partly of totals from the nonthly reports and partly of data obtained as the result of a oint survey by the Bureau of the Census and the Bureau of omestic Commerce. In this joint undertaking, various statistics n confectionery are collected on Census Form MA-20D. The esults of this survey are published in detail in a report entitled **onfectionery Manufacturers, Sales and Distribution** published y the Bureau of Domestic Commerce.

The Bureau of the Census also publishes reports on other elated products as follows:

eries	Frequency	Title
urrent Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Judy Dodds	(301) 763-7837
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Daisy Williams	(301) 763-7472
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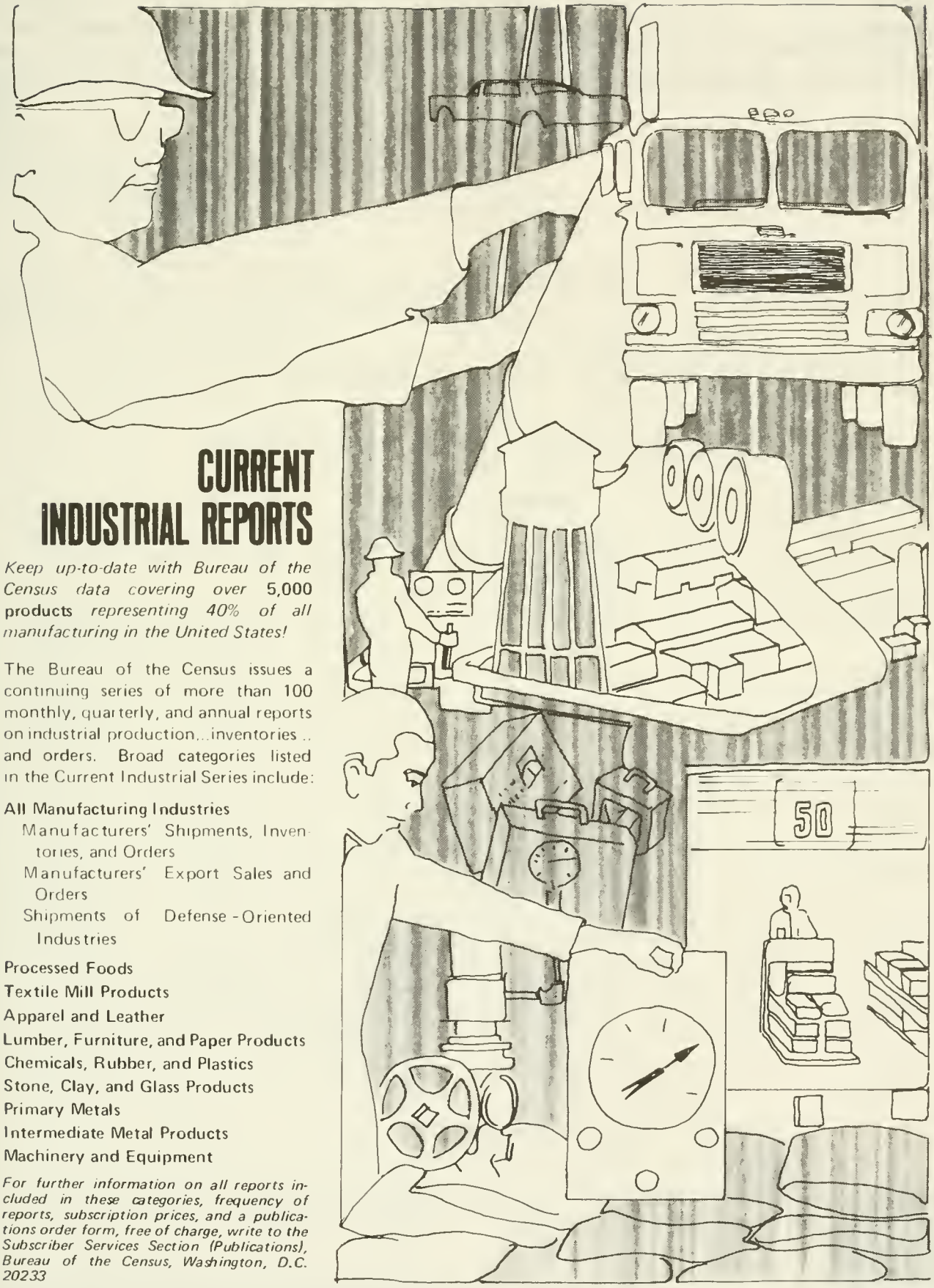

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

FEBRUARY 1980
M20C(80)-2
Issued April 1980

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose report were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)

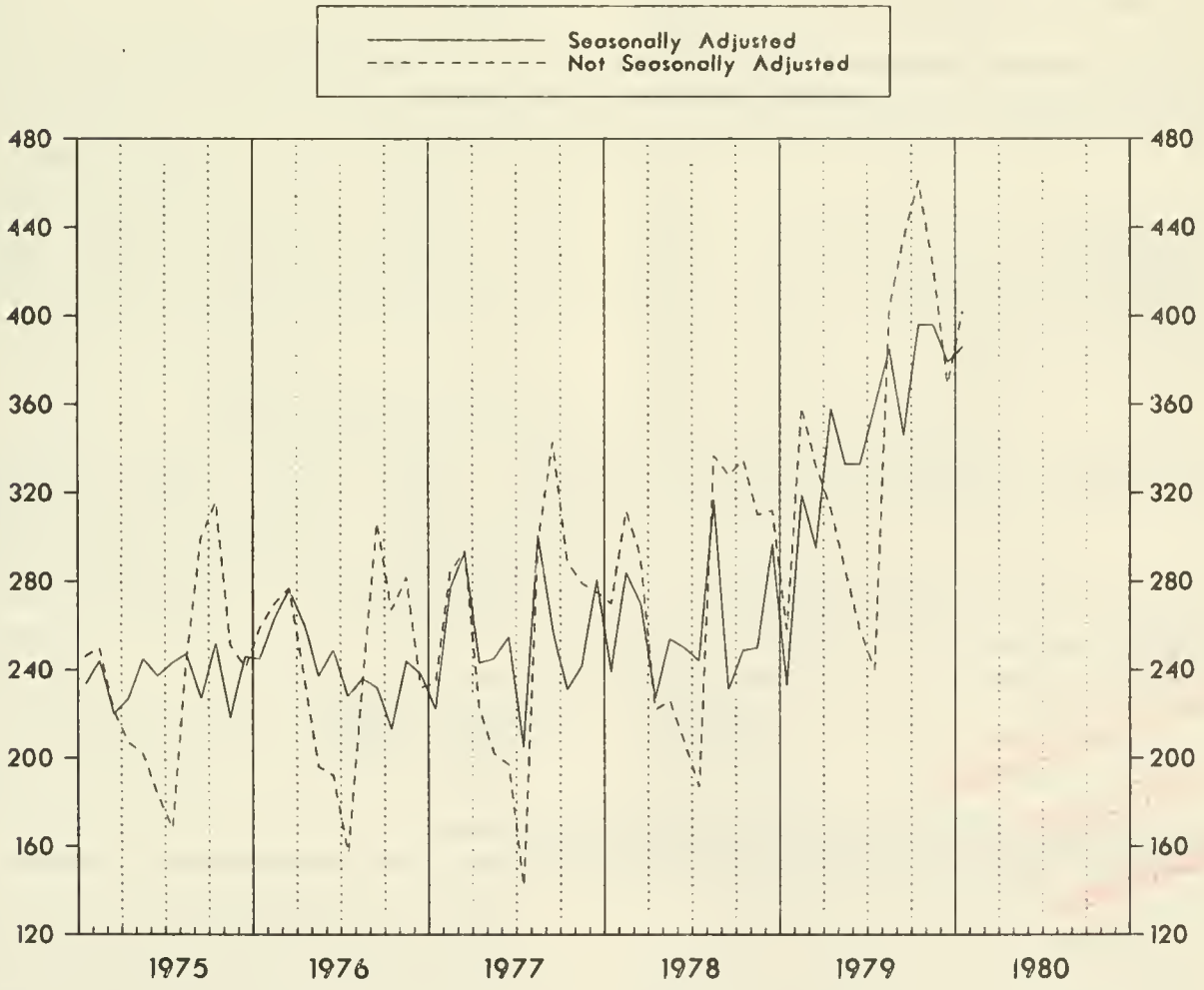

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980			1978--Continued		
February	406	460	August	361	379
January	386	402	July	322	211
1979			June	297	234
			May	316	266
December	379	369	April	286	250
November	396	423	March	288	328
October	396	461	February	312	352
September	346	435	January	300	305
August	385	403			
July	359	240	1977		
June	333	258	December	326	330
May	333	285	November	312	336
April	358	313	October	309	348
March	295	332	September	314	412
February	319	359	August	259	268
January	309	322	July	255	171
1978			June	301	237
			May	293	243
December	353	351	April	295	265
November	329	349	March	308	353
October	329	376	February	306	342
September	285	368	January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	February 1980		January 1980		February 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	188,373	241,418	152,387	207,159	178,380	221,216
20653 00	Package goods	93,823	104,875	75,636	95,208	81,714	92,294
20601 14	Bar goods	63,017	97,823	50,391	80,523	61,782	95,427
20652 01	Specialties	17,422	27,772	13,853	21,745	16,806	22,409
20601 21	Bulk goods, including penny goods	14,111	10,938	12,507	9,683	18,078	11,086

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JANUARY 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	456,000	3,183	3,769	(NA)	.01	10,288	10,674	647	(NA)	466,674	(NA)	.02

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652 20653 20662	157.1020 157.1040	157.1020 157.1040

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

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The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

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pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

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Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

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Bulk Goods—Bulk goods include penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—These include assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar-coated popcorn, and similar packaged confections.

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COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

RELATED REPORTS

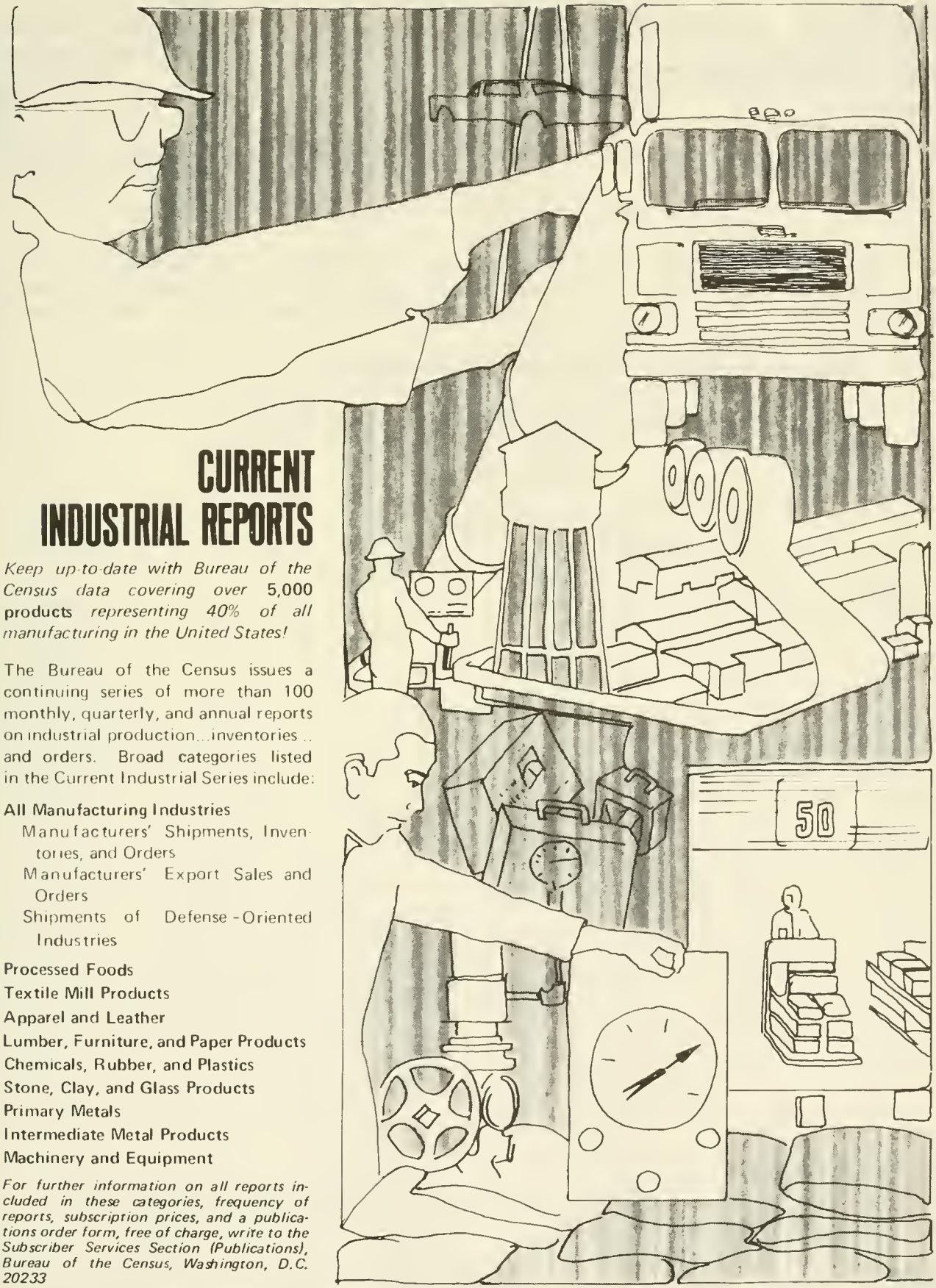
An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Industrial Economics. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled **Confectionery Manufacturers, Sales and Distribution** published by the Bureau of Industrial Economics.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Judy Dodds	(301) 763-7837
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Daisy Williams	(301) 763-7472
To order Census Bureau micorfiche	Maria Brown	(301) 763-5511



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Confectionery, Including Chocolate Products

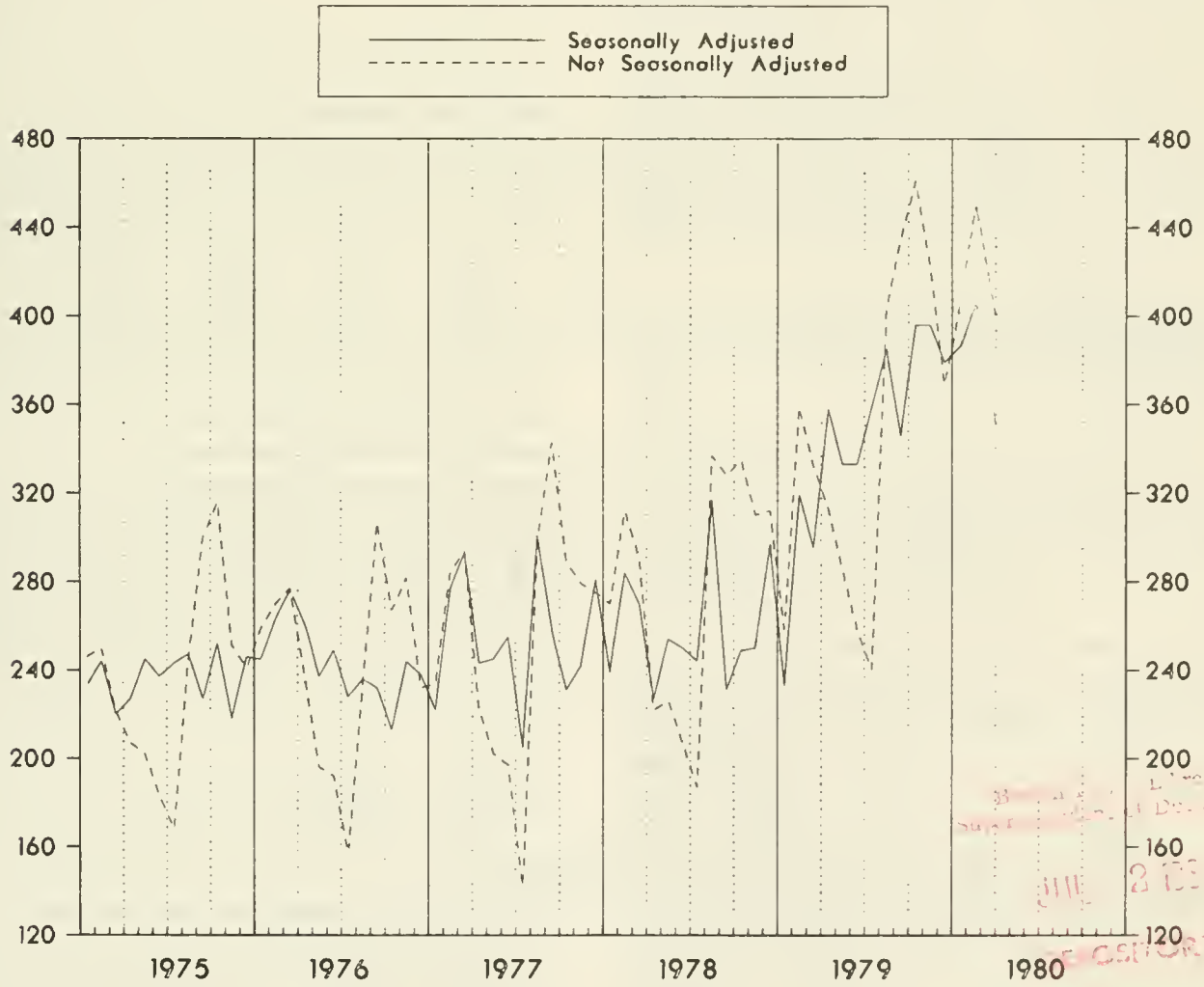
U.S. Department of Commerce
BUREAU OF THE CENSUS

MARCH 1980
M20C(80)-3
Issued May 1980

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose report were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)



Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Judy Dodds (301) 763-7837.
For sale by the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable; currency submitted at sender's risk. Remittances from foreign countries must be by international money order or by a draft on a U.S. bank. Price 25 cents per copy, $3.25 per year.

Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980		
March	356	401
February	406	455
January	386	402
1979		
December	379	369
November	396	423
October	396	461
September	346	435
August	385	403
July	359	240
June	333	258
May	333	285
April	358	313
March	295	332
February	319	359
January	309	322
1978		
December	353	351
November	329	349
October	329	376
1978--Continued		
September	285	368
August	361	379
July	322	211
June	297	234
May	316	266
April	286	250
March	288	328
February	312	352
January	300	305
1977		
December	326	330
November	312	336
October	309	348
September	314	412
August	259	268
July	255	171
June	301	237
May	293	243
April	295	265
March	309	353
February	306	342
January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	March 1980		February 1980		March 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	172,325	223,273	188,882	240,627	195,310	236,228
20653 00	Package goods	87,950	101,834	93,567	103,703	90,912	98,751
20601 14	Bar goods	55,311	85,758	63,557	98,142	67,073	98,125
20652 01	Specialties	15,055	25,709	17,421	27,772	19,479	27,670
20601 21	Bulk goods, including penny goods	14,009	9,972	14,337	11,010	17,846	11,682

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: FEBRUARY 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	455,000	3,774	3,269	(NA)	.01	7,265	6,922	395	(NA)	458,653	(NA)	.02

(NA) Not available.

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Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

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To order a Census Bureau publication	Daisy Williams	(301) 763-7472
To order Census Bureau microfiche	Maria Brown	(301) 763-5511

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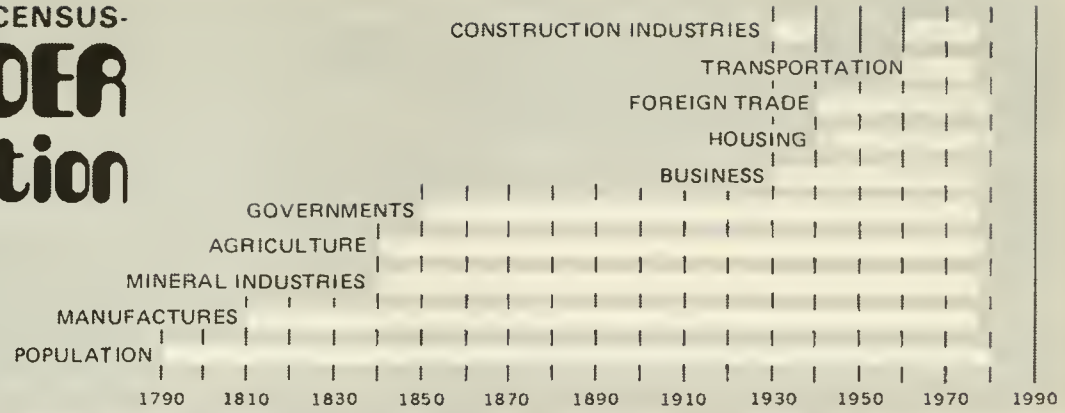

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Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

APRIL 1980
M20C(80)-4
Issued June 1980

M 20 C (80) - 4

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose report were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)

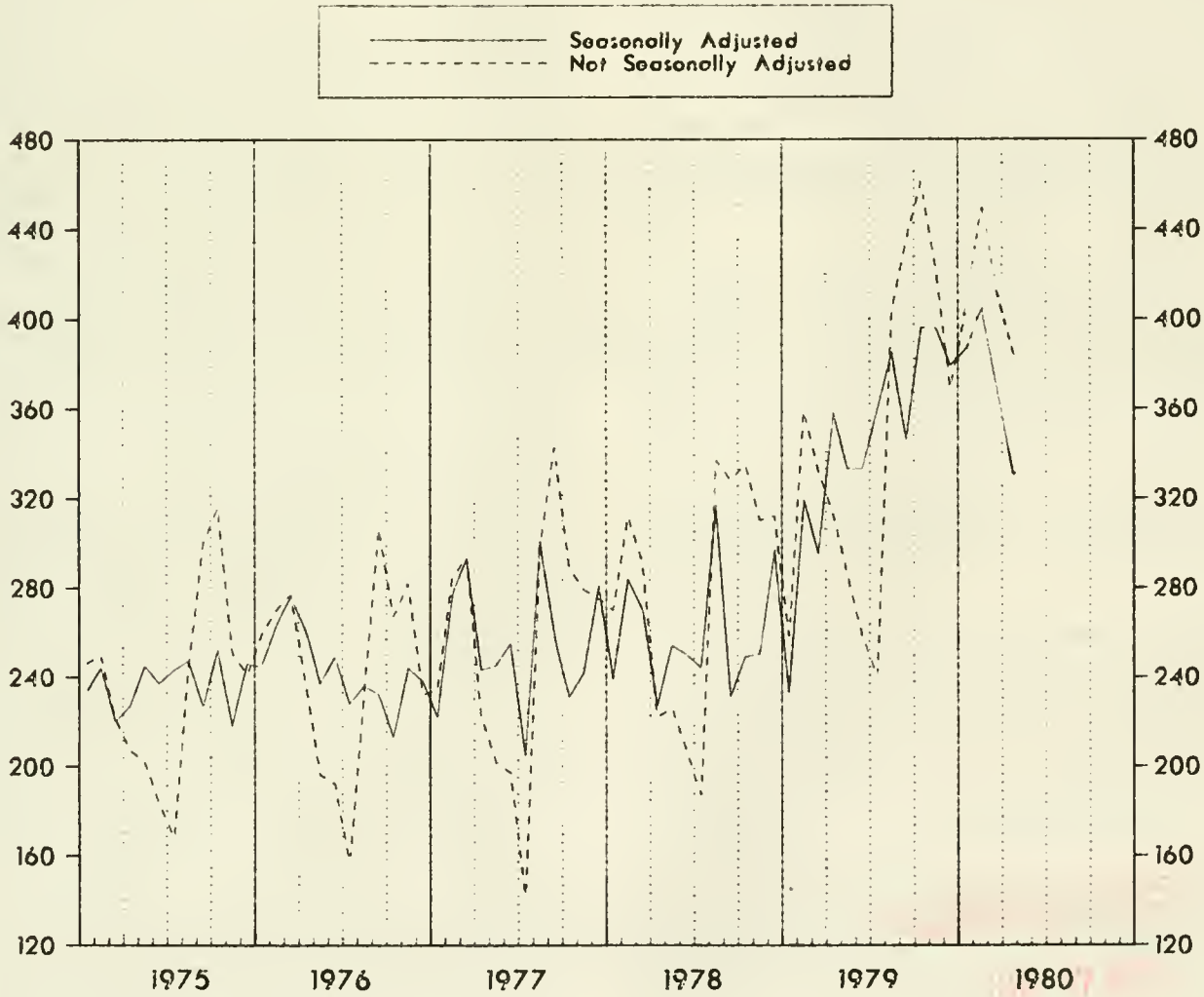

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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980			1978--Continued		
April	384	336	September	285	368
March	358	403	August	361	379
February	406	455	July	322	211
January	386	402	June	297	234
1979			May	316	266
December	379	369	April	286	250
November	396	423	March	288	328
October	396	461	February	312	352
September	346	435	January	300	305
August	385	403	1977		
July	359	240	December	326	330
June	333	258	November	312	336
May	333	285	October	309	348
April	358	313	September	314	412
March	295	332	August	259	268
February	319	359	July	255	171
January	309	322	June	301	237
1978			May	293	243
December	353	351	April	295	265
November	329	349	March	309	353
October	329	376	February	306	342
			January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	April 1980		March 1980		April 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	146,237	187,811	173,853	224,396	150,880	180,981
20653 00	Package goods	66,408	70,599	89,850	102,486	60,108	60,493
20601 14	Bar goods	57,122	89,119	56,030	86,143	58,223	86,119
20652 01	Specialties	13,952	21,184	15,422	26,256	14,721	23,167
20601 21	Bulk goods, including penny goods	8,755	6,909	12,551	9,511	17,828	11,202

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MARCH 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	403,000	4,574	5,088	(NA)	1.26	9,195	10,205	577	(NA)	408,117	(NA)	2.

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, **Confectionery by Type of Confectionery**; and Form M20C.2, **Confectionery**. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for difference in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal

pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods include plain, coated, and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods include penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—These include assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar-coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items. Rolls or packets of mints, fruit drops, holdiay novelties, candy toys, and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501, effective March 1979 and for shipments under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Export and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus. by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

h. *Geographic Area of Coverage*—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Industrial Economics. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled **Confectionery Manufacturers, Sales and Distribution** published by the Bureau of Industrial Economics.

The Bureau of the Census also publishes reports on other related products as follows:

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FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

MAY 1980
M20C(80)-5
Issued July 1980

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CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)

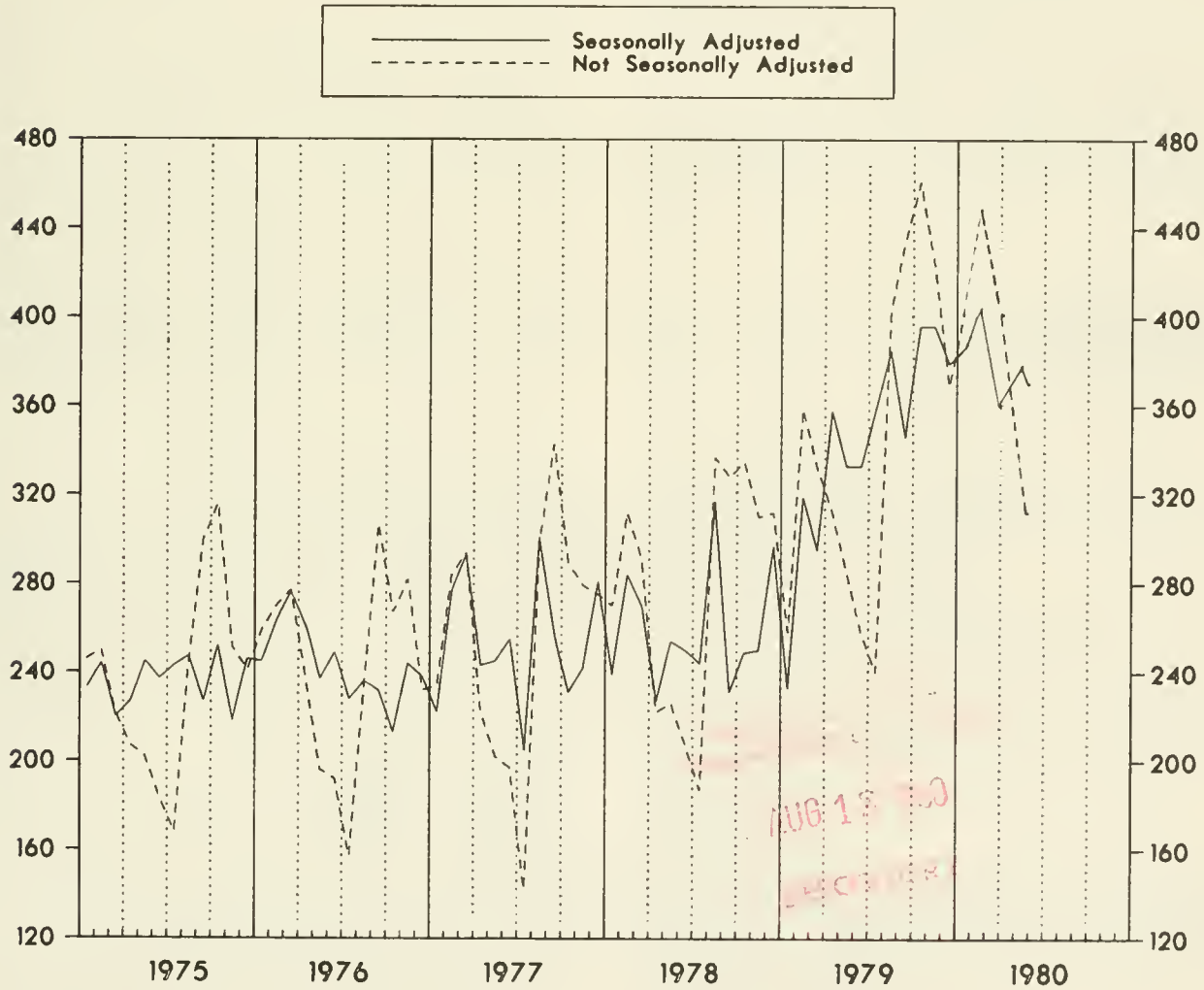

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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980		
May	366	313
April	378	330
March	358	403
February	406	455
January	386	402
1979		
December	379	369
November	396	423
October	396	461
September	346	435
August	385	403
July	359	240
June	333	258
May	333	285
April	358	313
March	295	332
February	319	359
January	309	322
1978		
December	353	351
November	329	349
October	329	376
1978--Continued		
September	285	368
August	361	379
July	322	211
June	297	234
May	316	266
April	286	250
March	288	328
February	312	352
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Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	May 1980		April 1980		May 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	138,817	183,753	141,560	185,598	155,633	175,833
20653 00	Package goods	63,930	70,715	62,439	68,196	64,156	61,417
20601 14	Bar goods	52,662	83,101	56,648	89,319	54,394	78,996
20652 01	Specialties	13,706	24,011	13,592	21,183	16,171	23,657
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(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

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		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	330,000	3,219	3,498	(NA)	1.06	8,922	9,575	602	(NA)	336,007	(NA)	2.8

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
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	157.1040	

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
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The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

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RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Industrial Economics. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled **Confectionery Manufacturers, Sales and Distribution** published by the Bureau of Industrial Economics.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Judy Dodds	(301) 763-7837
Foreign Trade publications	Juanita Noone	(301) 763-5140
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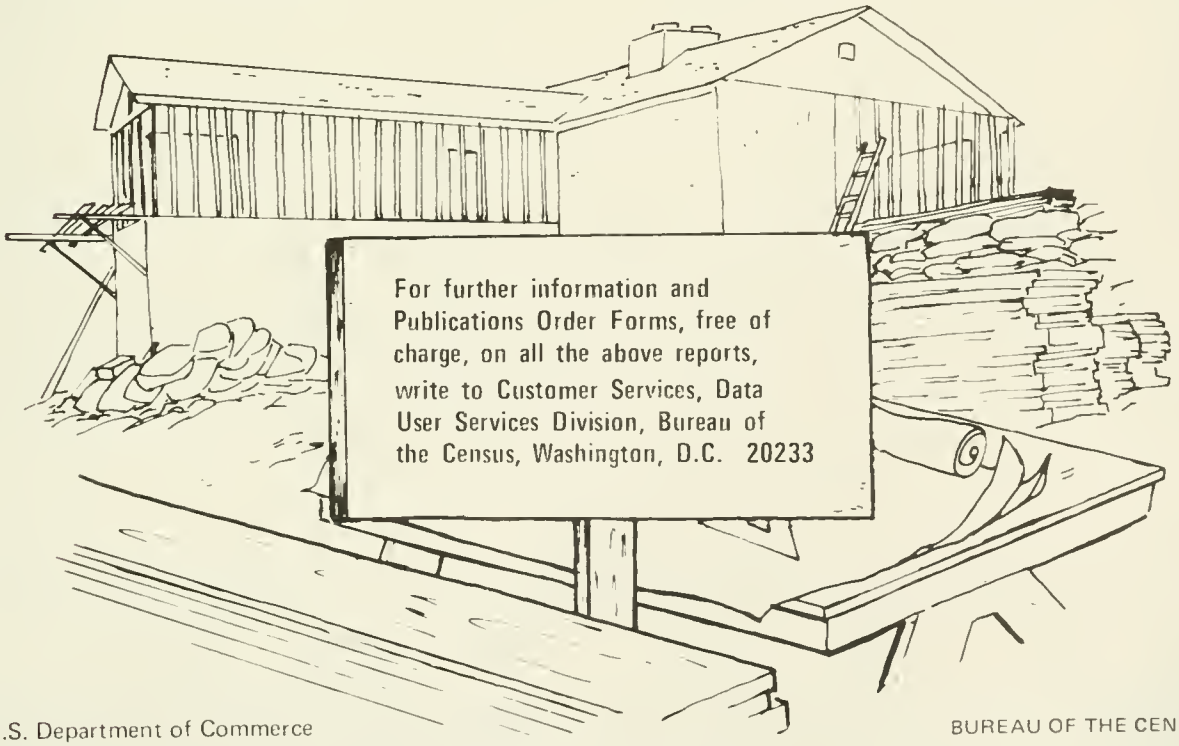

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JUNE 1980

M20C(80)-6
Issued August 1980

The statistics in this publication are based on a survey of manufactures and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose report were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)

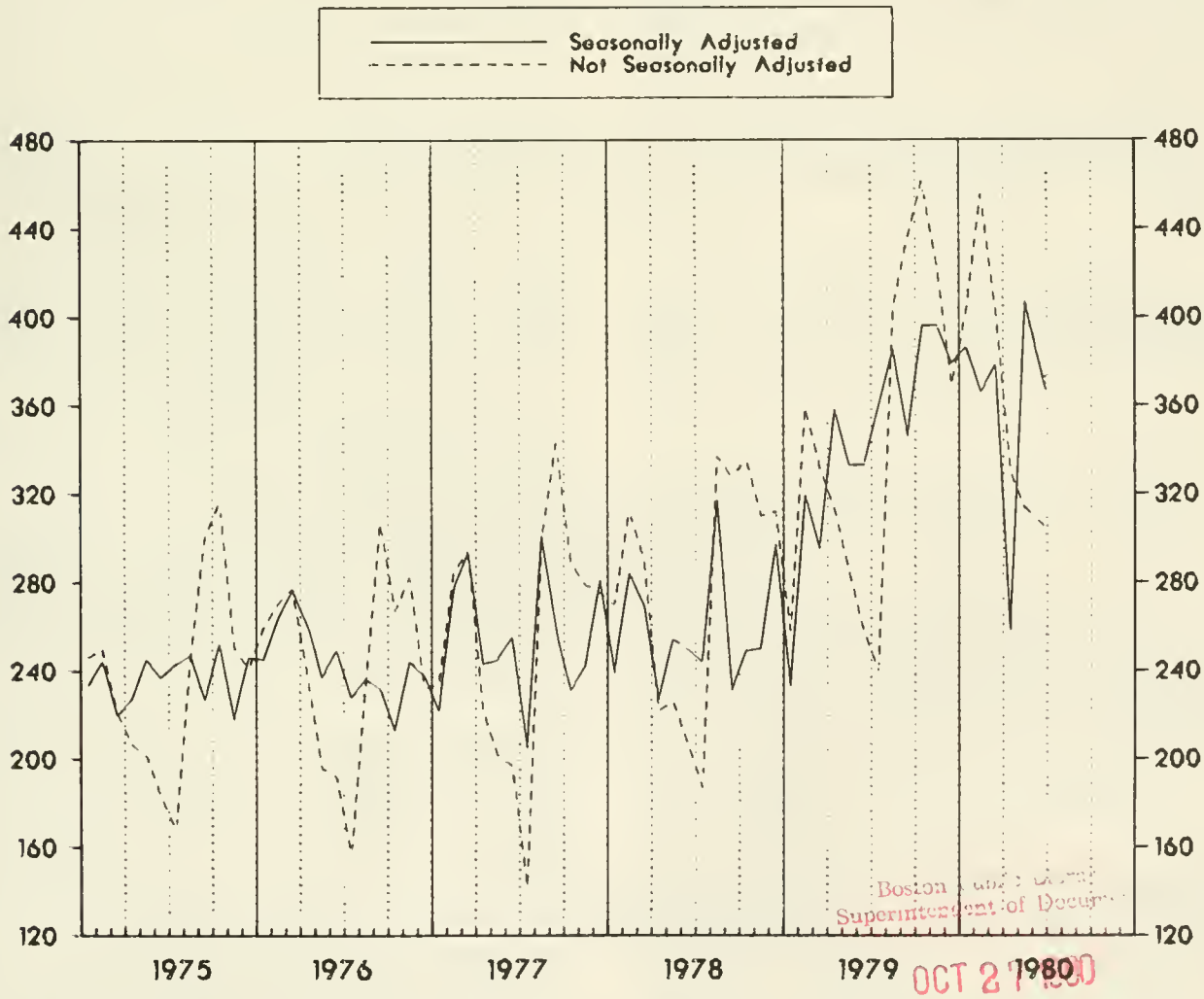

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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980		
June	404	313
May	368	315
April	378	330
March	358	403
February	406	455
January	386	402
1979		
December	379	369
November	396	423
October	396	461
September	346	435
August	385	403
July	359	240
June	333	258
May	333	285
April	358	313
March	295	332
February	319	359
January	309	322
1978		
December	353	351
November	329	349
October	329	376
1978--Continued		
September	285	368
August	361	379
July	322	211
June	297	234
May	316	266
April	286	250
March	288	328
February	312	352
January	300	305
1977		
December	326	330
November	312	336
October	309	348
September	314	412
August	259	268
July	255	171
June	301	237
May	293	243
April	295	265
March	309	353
February	306	342
January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	June 1980		May 1980		June 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	138,287	183,476	139,259	184,034	141,117	157,935
20653 00	Package goods	63,764	69,710	63,923	70,712	64,433	62,707
20601 14	Bar goods	44,685	73,837	52,652	83,100	43,694	59,582
20652 01	Specialties	17,461	30,208	14,239	23,477	17,322	26,100
20601 21	Bulk goods, including penny goods	12,377	9,721	8,445	6,745	15,668	9,546

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MAY 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	315,000	5,180	4,992	(NA)	1.58	10,209	10,573	631	(NA)	320,581	(NA)	3.5

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, *Confectionery by Type of Confectionery;* and Form M20C.2, *Confectionery*. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

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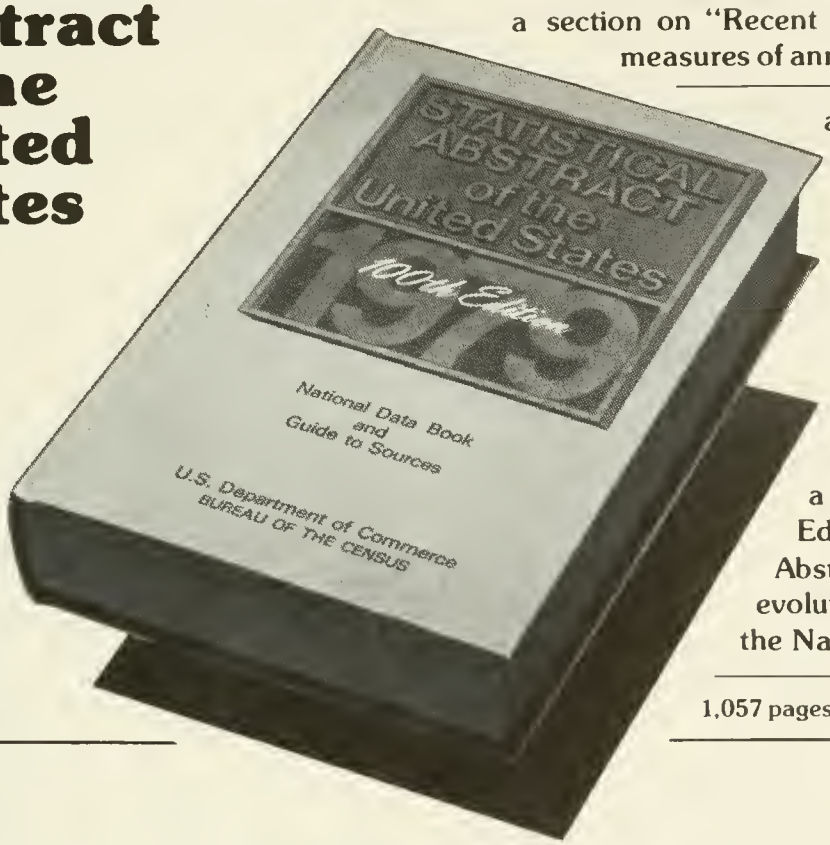

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CURRENT INDUSTRIAL REPORTS

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JULY 1980

M20C(80)-7
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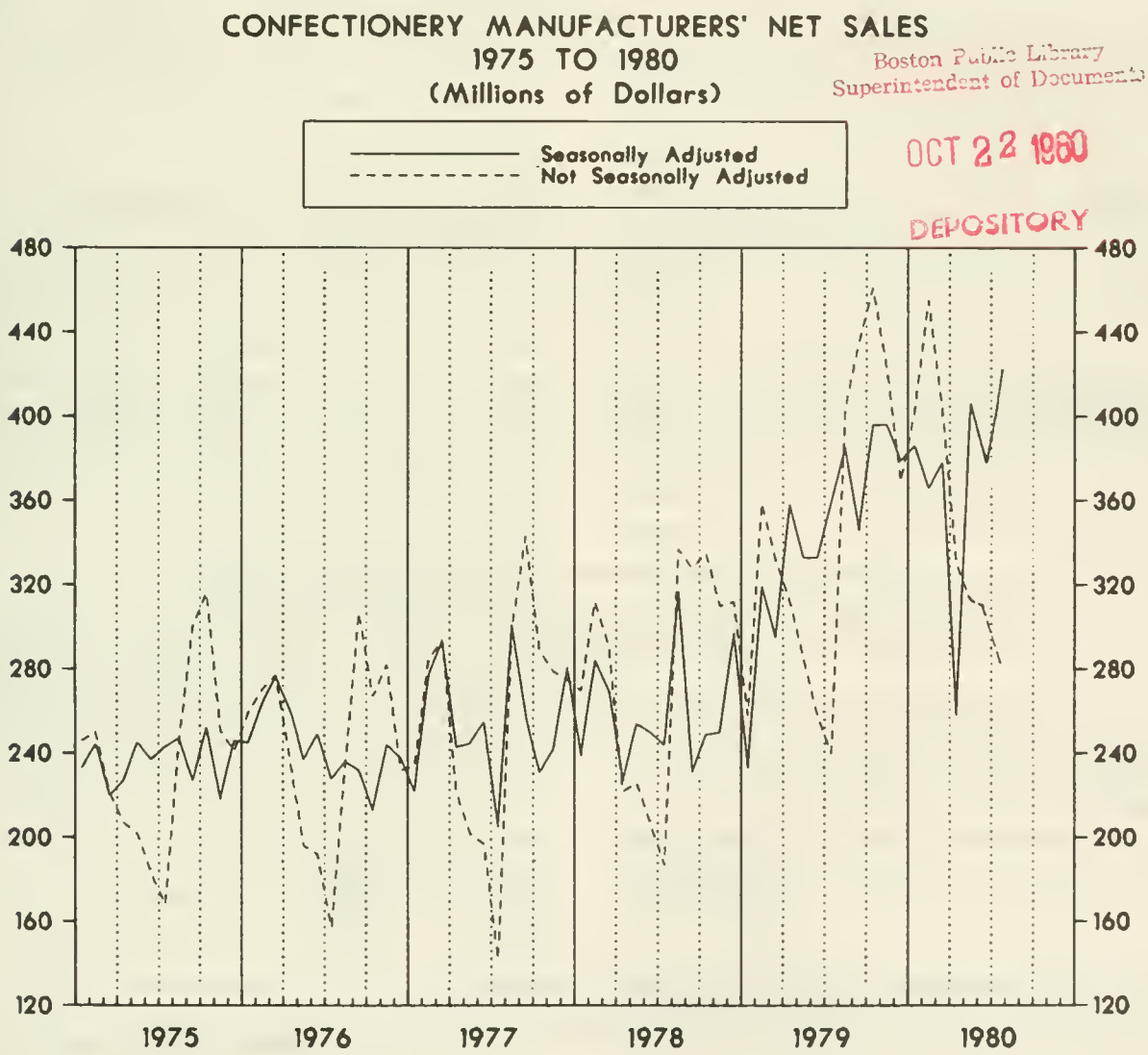

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For sale by the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable; currency submitted at sender's risk. Remittances from foreign countries must be by international money order or by a draft on a U.S. bank. Price, 25 cents per copy, $3.25 per year.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980			1978--Continued		
July	422	283	November	329	349
			October	329	376
June	399	309	September	285	368
May	368	315	August	361	379
April	378	330	July	322	211
March	358	403			
February	406	455	June	297	234
January	386	402	May	316	266
			April	286	250
1979			March	288	328
			February	312	352
December	379	369	January	300	305
November	396	423			
October	396	461	1977		
September	346	435			
August	385	403	December	326	330
July	359	240	November	312	336
			October	309	348
June	333	258	September	314	412
May	333	285	August	259	268
April	358	313	July	255	171
March	295	332			
February	319	359	June	301	237
January	309	322	May	293	243
			April	295	265
1978			March	309	353
			February	306	342
December	353	351	January	283	282

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds. Value in thousands of dollars)

Product code	Type of product	July 1980		June 1980		July 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	135,928	167,629	138,312	175,307	125,289	136,932
20653 00	Package goods	63,273	67,942	63,767	69,653	54,903	51,777
20601 14	Bar goods	44,108	64,234	44,684	65,702	43,719	59,698
20652 01	Specialties	15,541	24,906	17,461	30,215	12,071	17,938
20601 21	Bulk goods, including penny goods	13,006	10,547	12,400	9,737	14,596	7,519

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JUNE 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	283,000	4,320	4,024	(NA)	1.42	8,922	9,575	592	(NA)	289,143	(NA)	3.3

(NA) Not available.

[1]Comparison of Standard Industrial Classification codes, Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720 156.2740	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report FT-410, U.S. Exports--Schedule B--Commodity by Country.
[3]Source: Bureau of the Census Report FT-135, U.S. General Imports--Schedule A--Commodity by Country.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, *Confectionery by Type of Confectionery;* and Form M20C.2, *Confectionery.* The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

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Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

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pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods include plain, coated, and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods include penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—These include assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar-coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items. Rolls or packets of mints, fruit drops, holiday novelties, candy toys, and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501, effective March 1979 and for shipments under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Exports and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

h. *Geographic Area of Coverage*—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Industrial Economics. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled *Confectionery Manufacturers, Sales and Distribution* published by the Bureau of Industrial Economics.

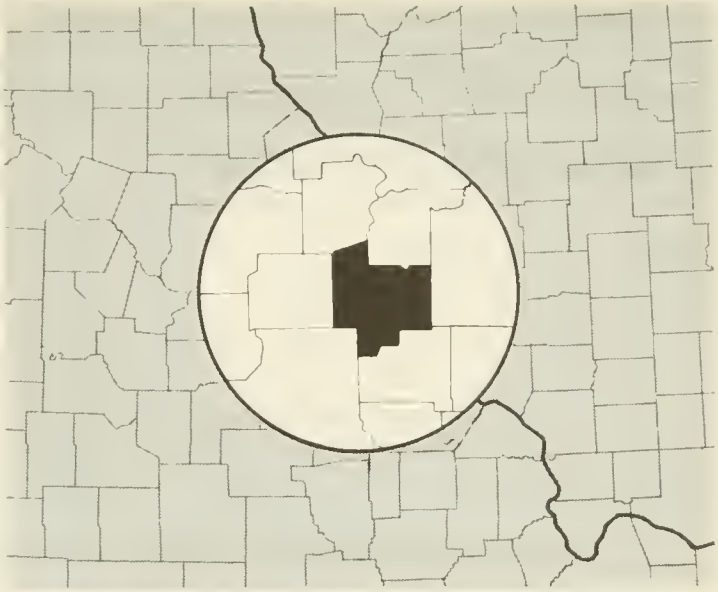
The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	Judy Dodds	(301) 763-7837
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Customer Services (DUSD)	(301) 449-1600
To order Census Bureau microfiche	Maria Brown	(301) 763-5511

COUNTY BUSINESS PATTERNS 1978



Now Available

1978 Data on Employment, Payrolls, & Establishments

County Business Patterns presents intercensal data on employment, number and employment size of establishments, and payrolls by 2-, 3-, and 4-digit levels of the Standard Industrial Classification (SIC) for States and counties. This annual series includes a separate paperbound report for the United States, each State, and the District of Columbia.

The individual State reports present for the State, number of establishments, employment, and payroll data by employment-size class to the 4-digit SIC level. Also included, by major industry group, are data on the number of establishments with 1,000 or more employees, by employment-size class.

The U.S. Summary includes data by detailed industry (4-digit SIC) level for the United States and by major group (2-digit SIC) for each State. For the U.S., number of establishments, employment, and payroll data are also provided by employment-size class to the 4-digit SIC level. Also included, by major industry group, are data on the number of establishments, employees, and payroll of administrative and auxiliary establishments.

The Standard Metropolitan Statistical Area (SMSA) includes the same data items as the State reports by major group (2-digit SIC) for each SMSA. For the New England States, data are published by the New England County Metropolitan Area (NECMA).

CBP is a standard reference source of small-area data for business persons, market researchers, and industrial and civic planners.

CBP data are especially useful for:

Analyzing market potentials
Determining location and size of sales territories
Establishing sales quotas and advertising budgets
Locating production, marketing, and service facilities.

CBP data are shown in detail for the following broad industry categories:
Agricultural services, forestry, and fisheries
Mining
Contract construction
Manufacturing
Transportation and other public utilities
Wholesale trade
Retail trade
Finance, insurance, and real estate
Services

Data in Other Formats

Published CBP data, by county and by industry, will be available at cost, on computer tapes. Inquiries should be addressed to Chief, Data User Services Division, Bureau of the Census, Washington, D.C. 20233.

The reports described in this announcement are also available on microfiche. For further information, contact: Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233

For a descriptive order form, listing all available titles and prices, fill in the request below, and mail to the address shown.

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Confectionery, Including Chocolate Products

AUGUST 1980

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(80)-8
Issued October 1980

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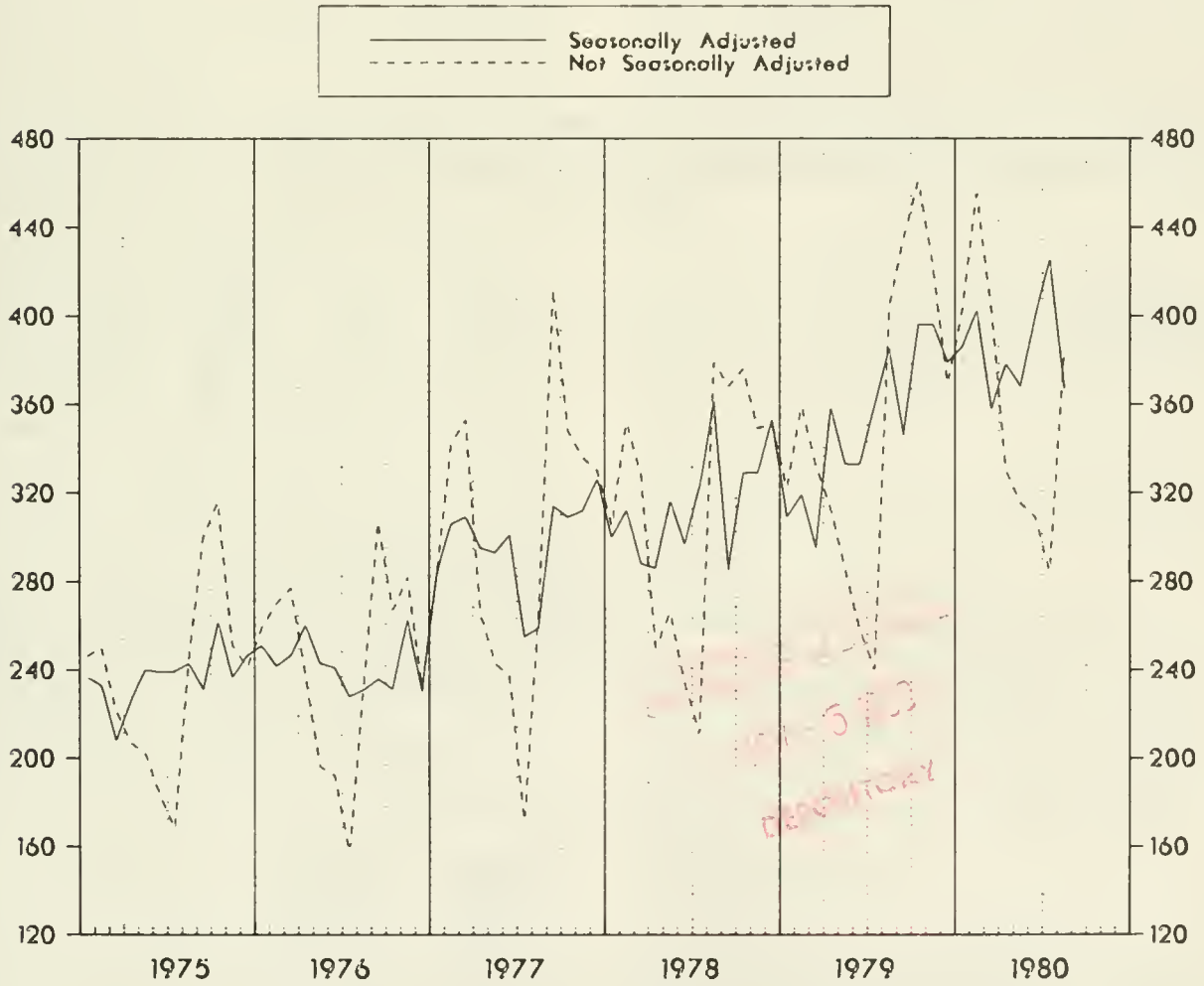
THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)



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(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980			1978		
August	367	384	December	353	351
July	425	284	November	329	349
June	399	309	October	329	376
May	368	315	September	285	368
April	378	330	August	361	379
March	358	403	July	322	211
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Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	August 1980		July 1980		August 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	177,955	223,066	134,655	167,481	226,262	264,430
20653 00	Package goods	87,432	101,899	62,215	67,960	112,699	119,988
20601 14	Bar goods	45,728	73,332	44,108	64,234	71,974	103,754
20652 01	Specialties	15,004	23,512	15,540	24,906	18,375	26,995
20601 21	Bulk goods, including penny goods	29,791	24,323	12,792	10,381	23,214	13,673

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JULY 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	284,000	3,470	3,923	(NA)	1.35	9,366	9,908	566	(NA)	290,085	(NA)	3.4

(NA) Not available.

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Domestic output	Exports	Imports
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[2]Source: Bureau of the Census Report EM 546, U.S. Exports--Schedule B--Commodity by Country.
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Bar Goods—Bar goods include plain, coated, and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods include penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

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Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items. Rolls or packets of mints, fruit drops, holiday novelties, candy toys, and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

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b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

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e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Exports and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

h. *Geographic Area of Coverage*—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

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Series	Frequency	Title
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Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule B—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

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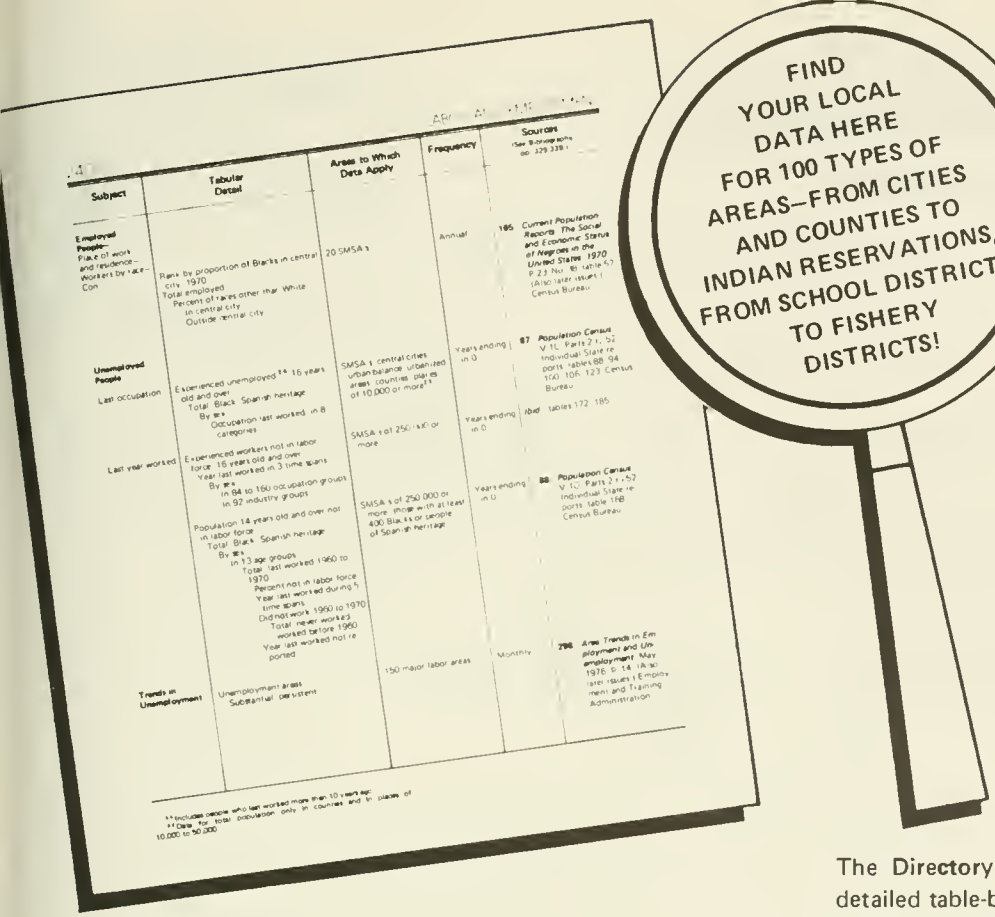

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3. 158:

Confectionery, Including Chocolate Products

SEPTEMBER 1980

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(80)-9
Issued November 1980

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)

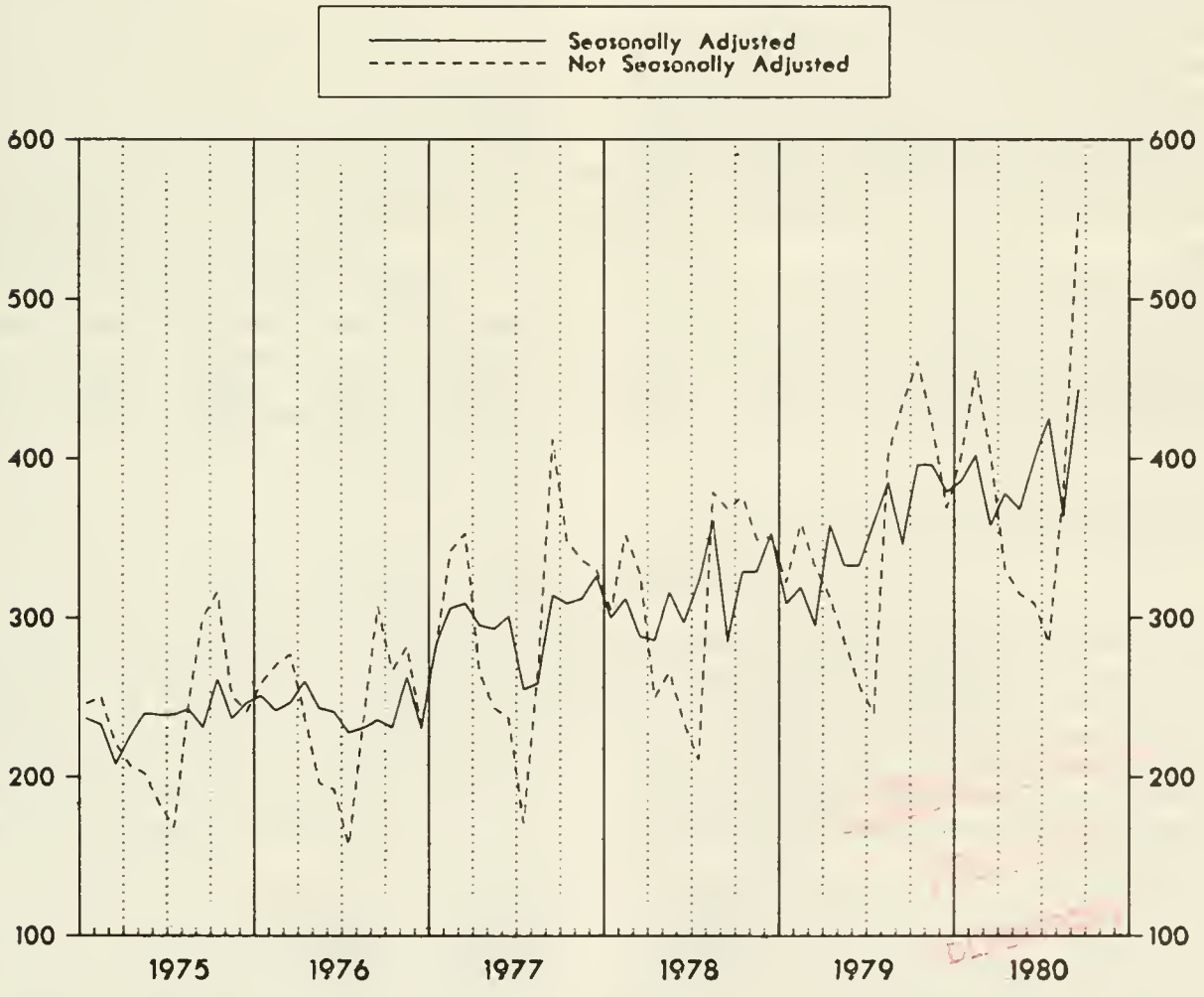

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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980		
September	443	556
August	364	381
July	425	284
June	399	309
May	368	315
April	378	330
March	358	403
February	402	455
January	386	402
1979		
December	379	369
November	396	423
October	396	461
September	346	435
August	385	403
July	359	240
June	333	258
May	333	285
April	358	313
March	295	332
1979--Continued		
February	319	359
January	309	322
1978		
December	353	351
November	329	349
October	329	376
September	285	368
August	361	379
July	322	211
June	297	234
May	316	266
April	286	250
March	288	328
February	312	352
January	300	305
1977		
December	326	330
November	312	336
October	309	348
September	314	412

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	September 1980		August 1980		September 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	253,748	328,849	177,639	220,201	230,314	276,764
20653 00	Package goods	131,819	166,712	87,432	100,678	118,441	133,555
20601 14	Bar goods	62,846	98,432	45,744	72,028	64,717	96,053
20652 01	Specialties	18,286	30,101	15,004	23,506	19,034	29,634
20601 21	Bulk goods, including penny goods	40,797	33,604	29,459	23,989	28,122	17,522

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: AUGUST 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	381,000	4,326	5,842	(NA)	1.53	10,310	11,901	628	(NA)	387,059	(NA)	3.1

(NA) Not available.

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720 156.2740	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report EM 546, U.S. Exports
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, *Confectionery by Type of Confectionery;* and Form M20C.2, *Confectionery*. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars, i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal

pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

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Confectionery, Including Chocolate Products

U.S. Department of Commerce
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OCTOBER 1980

M20C(80)-10
Issued December 1980

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1975 TO 1980
(Millions of Dollars)

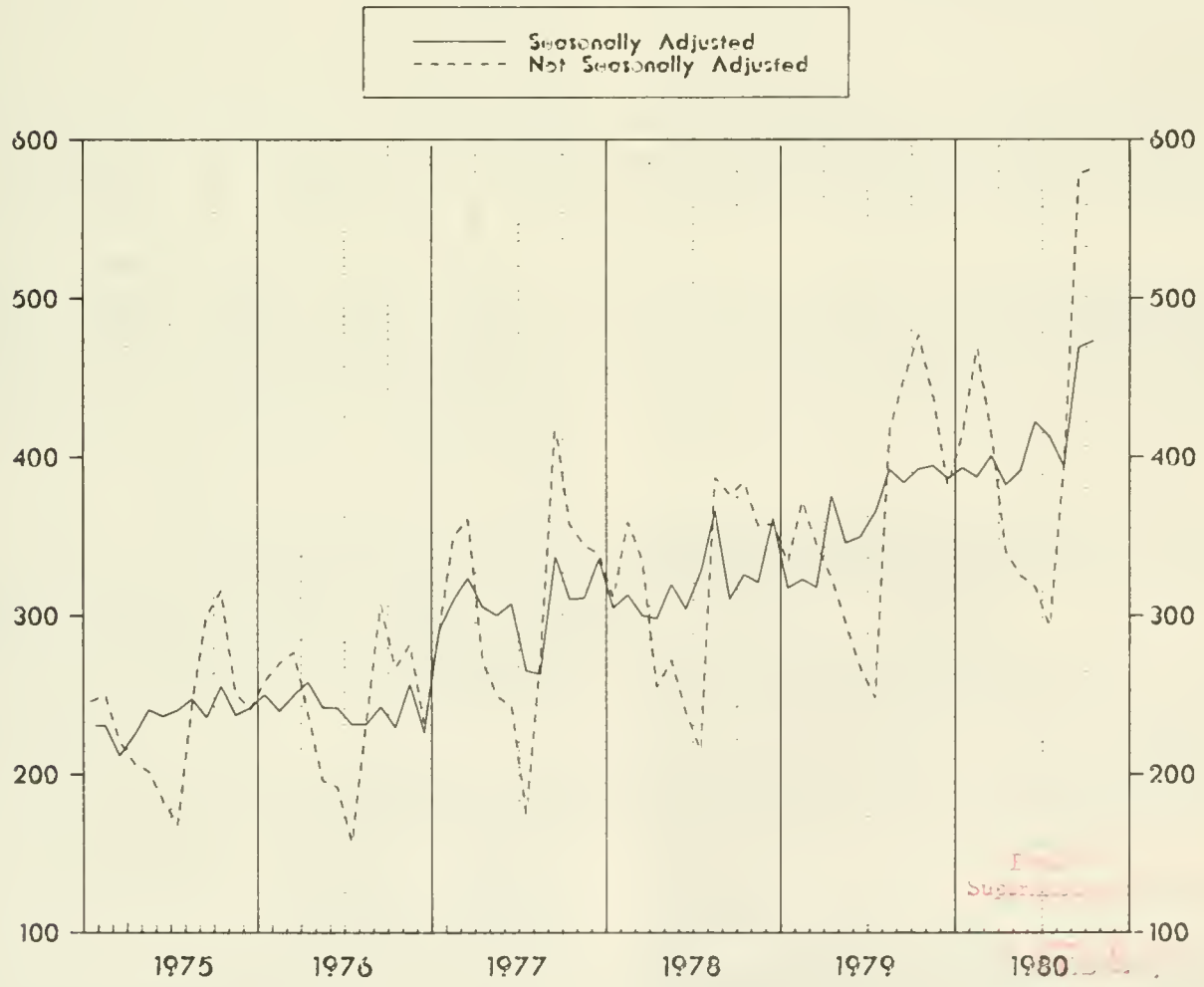

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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980			1979--Continued		
October	473	582	March	318	344
September	469	578	February	323	372
August	394	396	January	317	333
July	412	293	1978		
June	422	318	December	361	358
May	391	325	November	321	356
April	382	340	October	326	384
March	401	415	September	310	376
February	387	469	August	366	387
January	393	414	July	327	215
1979			June	304	239
December	386	382	May	320	272
November	394	438	April	298	255
October	392	477	March	300	335
September	384	450	February	313	359
August	392	417	January	305	311
July	365	248	1977		
June	350	267	December	335	339
May	346	295	November	311	344
April	375	324	October	310	357

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	October 1980		September 1980		October 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	248,883	337,376	255,215	330,059	223,895	264,309
20653 00	Package goods	121,144	159,836	132,867	167,670	112,527	119,975
20601 14	Bar goods	75,770	119,302	62,846	98,431	68,800	100,268
20652 01	Specialties	18,103	29,768	18,286	30,101	17,095	27,266
20601 21	Bulk goods, including penny goods	33,866	28,470	41,216	33,857	25,473	16,800

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: OCTOBER 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	578,000	4,370	5,111	(NA)	.88	9,025	10,079	563	(NA)	582,968	(NA)	1.7

(NA) Not available.

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720 156.2740	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M30C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for this new sample was the 1977 Census of Manufactures. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, nonchocolate-type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

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pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commercial wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods include plain, coated, and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

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Packaged Goods—These include assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Miniature bars are included here as are packages of marshmallows, sugar-coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items. Rolls or packets of mints, fruit drops, holiday novelties, candy toys, and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501, effective March 1979 and for shipments under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Exports and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

h. *Geographic Area of Coverage*—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Industrial Economics. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. The results of this survey are published in detail in a report entitled *Confectionery Manufacturers, Sales and Distribution* published by the Bureau of Industrial Economics.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	Manufacturers' Shipments, Inventories, and Orders
Foreign Trade Reports		
FT-410	Monthly	U.S. Exports—Schedule E—Commodity by Country
FT-135	Monthly	U.S. General Imports—Schedule A—Commodity by Country

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	John Streeter	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
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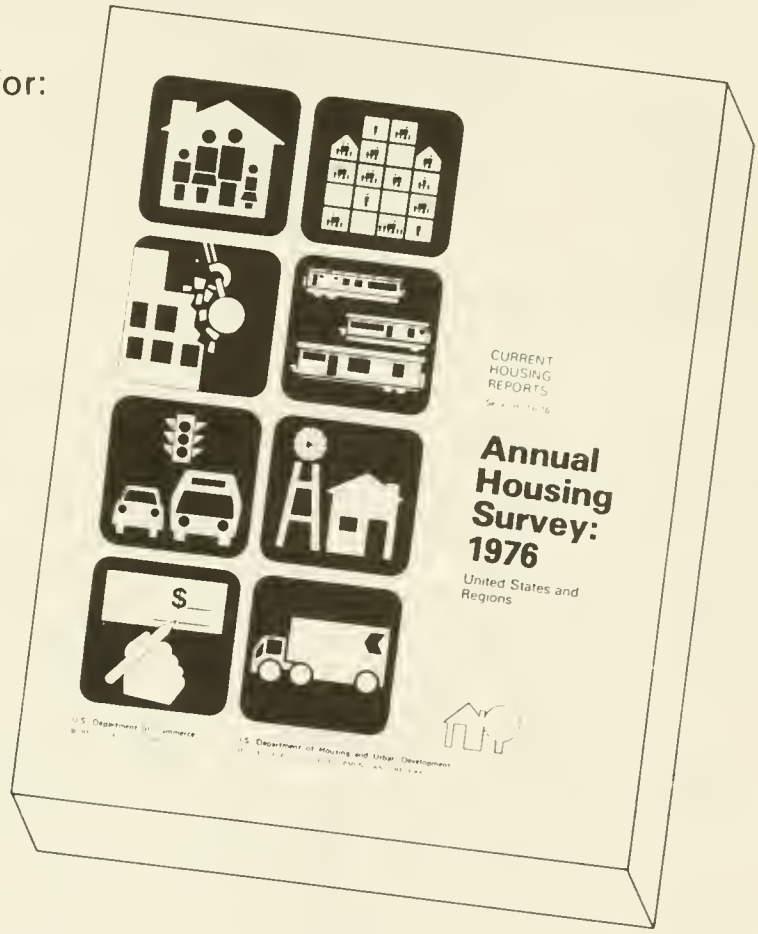

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

NOVEMBER 1980

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(80)-11
Issued January 1981

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)

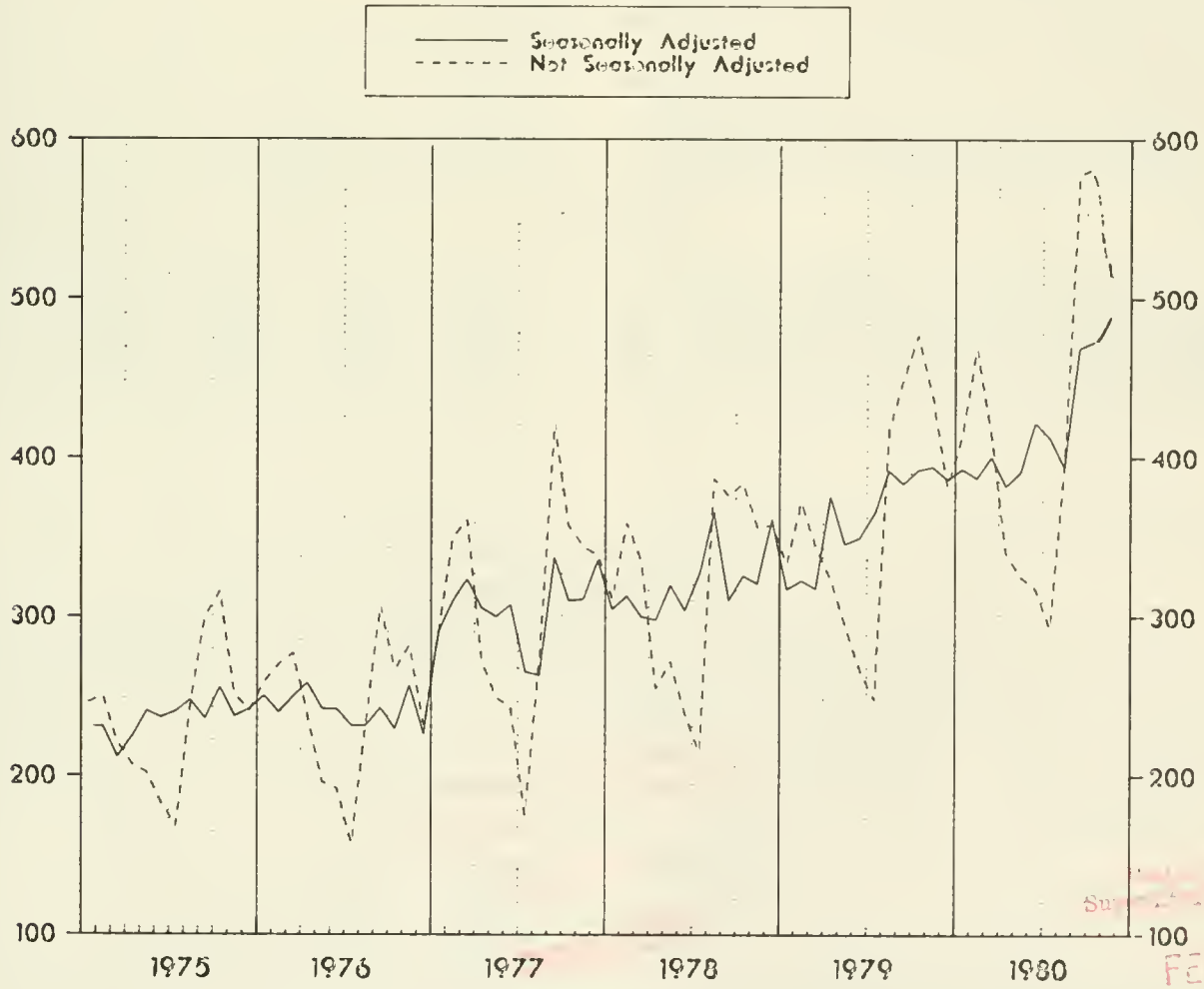

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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Mooth and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980			1979--Continued		
November	490	513	March	318	344
October	472	581	February	323	372
September	469	578	January	317	333
August	394	396	1978		
July	412	293	December	361	358
June	422	318	November	321	356
May	391	325	October	326	384
April	382	340	September	310	376
March	401	415	August	366	387
February	387	469	July	327	215
January	393	414	June	304	239
1979			May	320	272
December	386	382	April	298	255
November	394	438	March	300	335
October	392	477	February	313	359
September	384	450	January	305	311
August	392	417	1977		
July	365	248	December	335	339
June	350	267	November	311	344
May	346	295	October	310	357
April	375	324			

Note: The data shown io tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of confectionery	November 1980		October 1980		November 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	199,612	263,246	247,521	335,181	193,826	234,226
20653 00	Package goods	92,234	123,112	120,333	158,864	100,422	111,363
20601 14	Bar goods	62,150	88,614	75,171	118,053	52,208	81,061
20652 01	Specialties	16,649	27,402	18,103	29,767	17,217	27,348
20601 21	Bulk goods, including penny goods	28,574	24,118	33,914	28,497	23,979	14,454

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: NOVEMBER 1980

(Quantity in thousands of pounds; value and calculated import duty io thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Perceot exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumptioo	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	581,000	4,872	6,229	(NA)	1.07	10,751	13,651	790	(NA)	588,422	(NA)	2.3

(NA) Not available.

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
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	157.1040	

[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
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RELATED REPORTS

An annual summary Current Industrial Report is published in this series. This report consists partly of totals from the monthly reports and partly of data obtained as the result of a joint survey by the Bureau of the Census and the Bureau of Industrial Economics. In this joint undertaking, various statistics on confectionery are collected on Census Form MA-20D. Tne results of this survey are published in detail in a report entitled *Confectionery Manufacturers, Sales and Distribution* published by the Bureau of Industrial Economics.

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Series	Frequency	Title
Current Industrial Reports		
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Foreign Trade Reports		
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Issued May 1979, 37 pp. at $1.70

TWENTY CENSUSES

Population and Housing Questions, 1790-1980

This volume replaces the Census Bureau's earlier Working Paper 39, now out of print. The new edition, which is limited to existing schedules and questionnaires open to the public as well as those closed under the 72-year confidentiality rule, not only reproduces each question found in every decennial census but also adds the enumerator's instructions for the various entries. Genealogists, historians, researchers, and other users of the manuscript censuses, in particular, will find this information useful.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

DECEMBER 1980

M20C(80)-12
Issued February 1981

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1975 TO 1980
(Millions of Dollars)

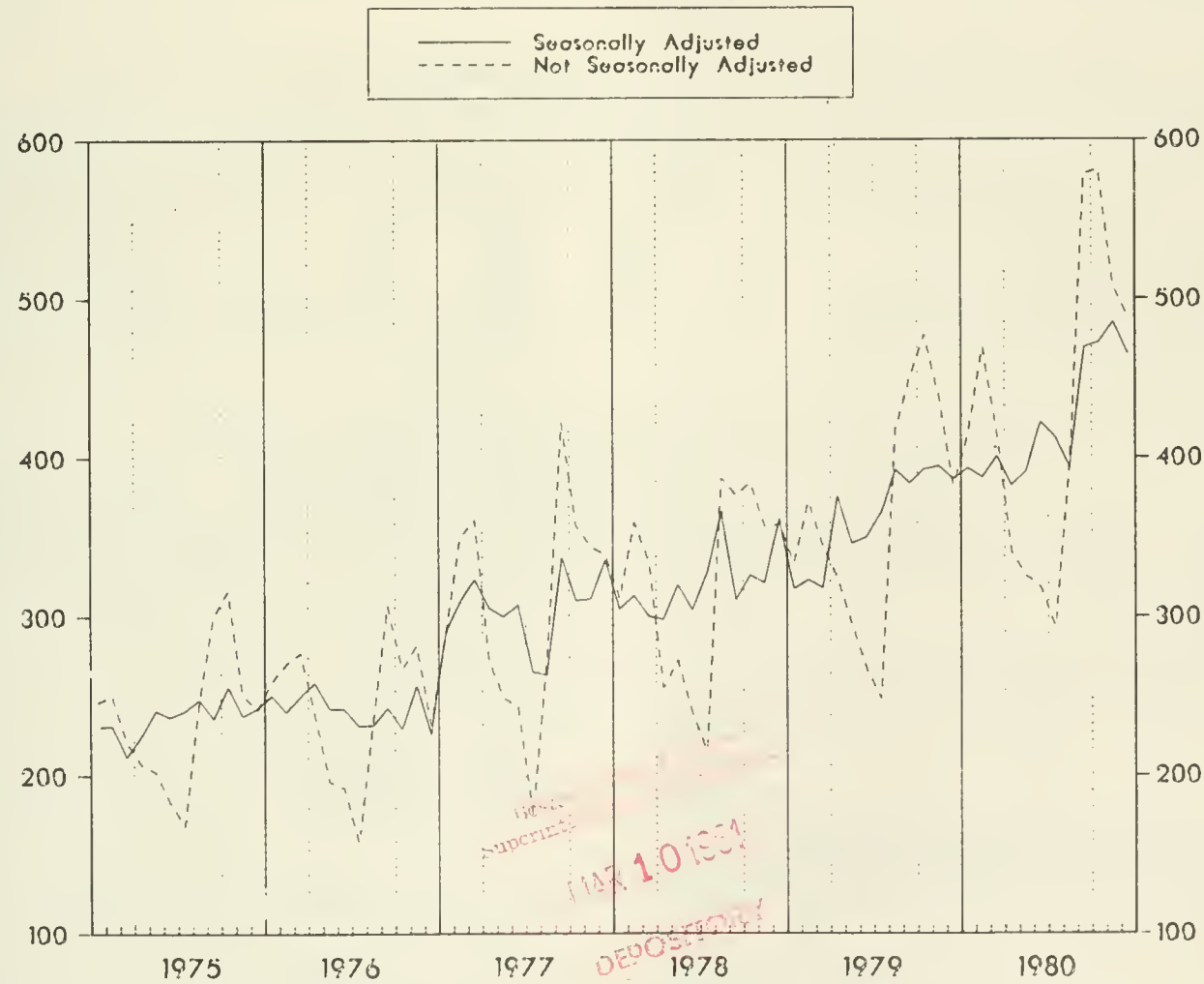

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Table 1. SUMMARY OF UNITED STATES MANUFACTURES' TOTAL NET SALES OF CONFECTIONERY: 1977 TO 1980

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1980		
December	465	488
November	485	508
October	472	581
September	469	578
August	394	396
July	412	293
June	422	318
May	391	325
April	382	340
March	401	415
February	387	469
January	393	414
1979		
December	386	382
November	394	438
October	392	477
September	384	450
August	392	417
July	365	248
June	350	267
1979--Continued		
May	346	295
April	375	324
March	318	344
February	323	372
January	317	333
1978		
December	361	358
November	321	356
October	326	384
September	310	376
August	366	387
July	327	215
June	304	239
May	320	272
April	298	255
March	300	335
February	313	359
January	305	311
1977		
December	335	339

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 4.

Table 2. QUANTITY AND VALUE OF SALES OF SELECTED MANUFACTURER-WHOLESALERS AND CHOCOLATE MANUFACTURERS, BY TYPE OF CONFECTIONERY

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	December 1980		November 1980		December 1979	
		Quantity	Value	Quantity	Value	Quantity	Value
	Total sales of selected establishments	195,916	256,884	202,574	263,236	155,176	183,536
20653 00	Package goods	84,982	115,042	92,264	123,160	77,574	78,611
20601 14	Bar goods	73,484	96,348	65,119	88,570	48,651	67,676
20652 01	5 cent and 10 cent specialities	17,837	29,349	16,660	27,410	17,910	29,845
20601 21	Bulk goods, including penny goods	19,613	16,145	28,531	24,096	11,041	7,407

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: NOVEMBER 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	(NA)	508,000	5,162	6,585	(NA)	1.30	10,994	(NA)	813	(NA)	(NA)	(NA)	(NA

(NA) Not available.

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720 156.2740	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premise are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Buraue of the Census monthly Form M20C.1, Confectionery by Type of Confectionery; and Form M20C.2, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 250 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

The universe for the new sample was the 1977 Census of Manufacturers. Sales data for the nonmail universe are estimated, based on their 1977 Census of Manufactures report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

The revised data shown in this report are based upon an extensive reconciliation between the 1977 Census of Manufactures product codes 20652 10, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653 10, non-chocolate type confectionery products; 20662 00, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment; and the monthly confectionery report. Approximately 70 companies have been added to the monthly mailing panel based on this review. These firms began operating sometime between 1973 and 1977; however, data are revised only for 1977, 1978, and 1979. In addition, estimates are made for establishments included in product codes 20650 00, confectionery products, n.s.k., typically for establishments with five employees or more and 20650 02, confectionery products, n.s.k., typically for establishments with less than five employees.

The statistics presented in table 1 represent industry total sales figures which are based on the combined monthly sales totals reported by the panel and estimates for those not reporting or not part of the panel.

Approximately 200 of the respondents are mailed Form M20C.2, on which the total monthly sales figure is the only item reported. The remaining establishments on the panel, which form a group of about 50 of the large manufacturer-wholesaler and chocolate-manufacturing concerns, report on Form M20C.1, on which detail by type of confectionery is requested in addition to the total sales figure.

The aggregate figures for this group, which are presented in table 2, account for approximately 60 to 80 percent of the total estimated sales as shown in table 1. While a majority of the largest companies are included in table 2, it should be noted that the mailing panel for this table is held constant so that the data shown are comparable from month to month. Therefore, these data should be used for purposes of following trends only, but the data user should be aware that it is possible for companies' production and sales who do not report these detailed data to move in a different direction from the reported data.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figues due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars; i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adusted data in table 1 for selected series also shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal

pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Net Sales—Sales of manufacturer-wholesalers and chocolate manufacturers represent f.o.b. plant value and exclude resales of goods purchased from other manufacturers or received from other plants of the reporting company.

Sales of manufacturer-retailers represent the value of goods transferred to retail outlets; they are approximately the commerical wholesale sales value and not the retail price to the consumer.

Products—In this survey, data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Bar Goods—Bar goods includes plain, coated and molded bars with or without nuts which are wrapped with not more than two pieces to the individual consumer unit; the consumer units are retailed separately or in economy packages.

Bulk Goods—Bulk goods includes penny goods, hard candies, coated nuts, peanut brittle, unpackaged chocolates, etc., usually wholesaled in containers over 5 pounds and weighted out by the retailer to be sold by the pound or fraction thereof.

Packaged Goods—This includes assorted chocolate and other confections packaged in consumer-type boxes, bags, window boxes, etc. Minature bars are included here as are packages of marshmallows, sugar coated popcorn, and similar packaged confections.

Specialties—These are confectionery items of more than two pieces to the individual consumer-unit and novelty items, intended to retail at the above prices. Rolls or packets of mints, fruit drops, holiday novelties, candy toys and similar types of confections are included, but cough drops and chewing gum are excluded.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data:

a. *Valuation*—There are different methods of valuation for the three types of data.

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty and other charges to the import point.

b. *Duplication in Quantity and Value of Output*—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

c. *Low-Valued Export and Import Transactions*—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $251 effective October 1969 and for shipments valued under $100 prior to October 1969. This is believed to have only negligible effect on the statistics for most commodities.

d. *Manufacturers' Shipments, Not Specified by Kind*—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

e. *Time Lag Between Output and Exports*—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

f. *"Direct" vs "Total" Commodity Exports and Imports*—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

g. *Used Commodities*—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

h. *Geographic Area of Coverage*—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

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Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

1980
MA-20D(80)-1
Issued September 1981

SUMMARY OF FINDINGS

Total value of shipments for 1980 was $4,649 million, compared to $4,281 million in 1979. This is an increase of 8.6 percent. The value of chocolate bar goods increased 10 percent while the value of nonchocolate bar goods increased 5 percent. The quantity of chocolate bar goods shipped increased by 1 percent while the quantity of nonchocolate bar goods shipped decreased by 13 percent.

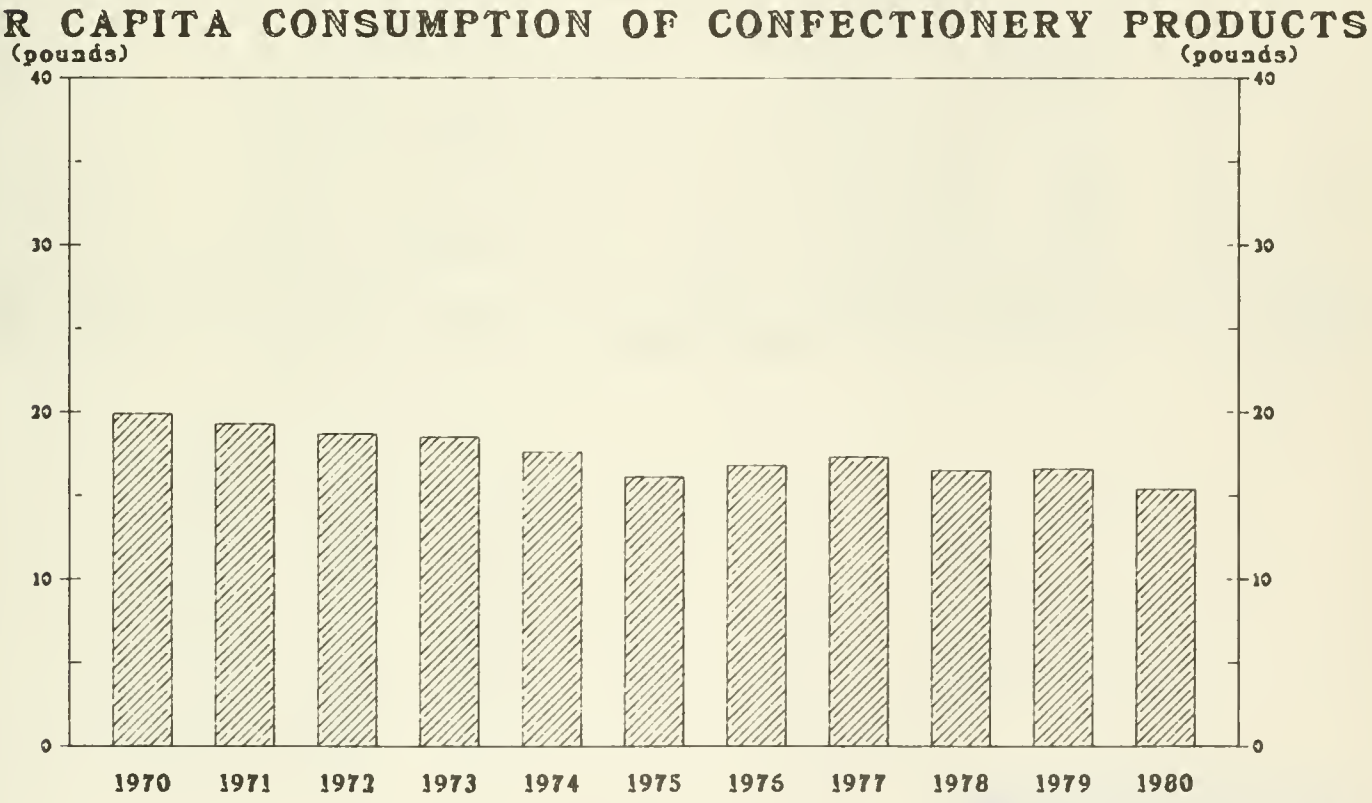

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Table 1. SUMMARY OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS: 1970 TO 1980

(In millions)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1980	3,438	4,649	15.4
1979	3,673	4,281	16.6
1978	3,588	3,847	16.5
1977	3,700	3,675	17.3
1976	3,467	2,912	16.8
1975	3,357	2,830	16.1
1974	3,651	2,771	17.6
1973	3,807	2,141	18.5
1972	3,793	1,976	18.7
1971	3,870	1,974	19.3
1970	3,938	1,910	19.9

[1]Production plus imports minus exports divided by population, including Armed Forces abroad, as of July 1, 1980. Date for 1979 and prior years have been revised because of revised population estimates based on the 1980 Census.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 899 (July 1, 1980 population was 227,158,000).

Table 2. QUANTITY AND VALUE OF SALES OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	1980		1979	
		Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery	3,438,262	4,649,390	3,672,936	4,281,441
20652 20662	Chocolate and chocolate type	1,862,572	3,147,292	1,838,626	2,854,725
20653	Nonchocolate type	1,436,320	1,314,757	1,685,518	1,255,605
20650 pt.	Confectionery, n.s.k.[1]	139,370	187,341	148,792	171,111

N.s.k. Not specified by kind. pt. Part

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3A. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Product/Package	Total	Solid	Solid with inclusions	Enrobed or molded		Panned	Assortments and other	Type of confectionery, n.s.k.
				With candy, fruit, or nut center	With bakery product center			
Chocolate and chocolate-type confectionery:								
Quantity	1,862,572	165,472	154,812	858,351	103,245	305,810	192,852	82,030
Value	3,147,292	319,634	317,784	1,395,090	197,007	493,523	285,642	138,612
Seasonal packages:								
Quantity	155,386	47,092	8,304	51,502	4,971	13,727	29,790	(X)
Value	288,946	91,547	19,478	85,058	10,126	20,143	62,594	(X)
Regular size (loose):								
Quantity	652,890	28,660	78,196	374,896	(D)	103,614	(D)	(X)
Value	1,093,608	63,408	159,839	565,548	(D)	176,338	(D)	(X)
Regular size (multi-pack):								
Quantity	123,560	(D)	10,885	73,465	(D)	(D)	(D)	(X)
Value	203,099	(D)	22,890	109,194	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	20,308	(D)	(D)	10,987	(D)	(D)	(D)	(X)
Value	33,108	(D)	(D)	16,999	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	181,134	5,165	12,711	133,290	(D)	(D)	(D)	(X)
Value	313,723	11,731	27,538	217,646	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	127,159	(D)	32,957	48,337	(D)	(D)	-	(X)
Value	225,118	(D)	67,345	74,562	(D)	(D)	-	(X)
Package:								
Quantity	304,077	40,302	(D)	77,227	1,042	127,525	(D)	(X)
Value	469,540	73,670	(D)	132,469	867	196,843	(D)	(X)
Bulk:								
Quantity	89,091	12,392	4,620	24,764	806	10,082	36,427	(X)
Value	108,190	13,121	7,420	42,251	1,347	12,480	31,571	(X)
Presentation boxes:								
Quantity	126,937	(D)	2,047	63,883	(D)	(D)	48,558	(X)
Value	273,348	(D)	6,401	151,363	(D)	(D)	87,368	(X)
Package type, n.s.k.:								
Quantity	82,030	(X)	(X)	(X)	(X)	(X)	(X)	82,030
Value	138,612	(X)	(X)	(X)	(X)	(X)	(X)	138,612

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

Table 3B. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Product/Package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery, n.s.k.
Nonchocolate type confectionery:								
Quantity	1,436,320	470,086	266,029	347,852	15,497	175,165	98,530	63,161
Value	1,314,757	530,889	226,387	254,911	21,092	154,878	68,787	57,813
Seasonal packages:								
Quantity	240,014	112,081	28,905	61,470	(D)	35,786	(D)	(X)
Value	208,766	118,304	21,457	44,517	(D)	22,776	(D)	(X)
Regular size (loose):								
Quantity	290,483	100,719	51,539	45,664	(D)	66,238	(D)	(X)
Value	364,763	173,641	59,181	32,284	(D)	71,131	(D)	(X)
Regular size (multi-pack):								
Quantity	68,001	11,789	(D)	3,976	(D)	(D)	(D)	(X)
Value	66,401	21,835	(D)	3,814	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	4,954	(D)	-	(D)	-	(D)	(D)	(X)
Value	4,739	(D)	-	(D)	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	15,267	7,836	6,478	(D)	(D)	(D)	(D)	(X)
Value	14,126	7,510	5,391	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	12,325	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	9,564	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Package:								
Quantity	510,938	164,327	89,956	165,720	5,139	36,876	48,920	(X)
Value	420,657	155,670	69,190	126,067	6,805	33,363	29,562	(X)
Bulk:								
Quantity	225,460	66,413	55,341	65,826	4,260	18,577	15,043	(X)
Value	156,222	47,238	40,724	41,825	4,405	13,933	8,097	(X)
Presentation boxes:								
Quantity	5,717	1,839	(D)	1,390	(D)	-	-	(X)
Value	11,706	2,410	(D)	2,863	(D)	-	-	(X)
Package type, n.s.k.:								
Quantity	63,161	(X)	(X)	(X)	(X)	(X)	(X)	63,161
Value	57,813	(X)	(X)	(X)	(X)	(X)	(X)	57,813

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

Table 4. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1980 AND 1979

(Quantity in thousands of pounds; value in thousands of dollars)

Product	1980		1979	
	Quantity	Value	Quantity	Value
Total shipments	3,438,262	4,649,390	3,672,936	4,281,441
Chocolate and chocolate-type confectionery	1,862,572	3,147,292	1,838,626	2,854,725
Solid	165,472	319,634		
Solid with inclusions	154,812	317,784		
Enrobed or molded:				
With candy, fruit, or nut center	858,351	1,395,090	1,786,576	2,777,817
With bakery product center	103,245	197,007		
Panned	305,810	493,523		
Assortments and other	192,852	285,642		
Chocolate type, n.s.k.	82,030	138,612	52,050	76,908
Nonchocolate-type confectionery	1,436,320	1,314,757	1,685,518	1,255,605
Hard candy	470,086	530,889	549,719	507,796
Chewy candy	266,029	226,387		
Soft candy	347,852	254,911		
Iced coated	15,497	21,092	1,038,656	688,111
Panned	175,165	154,878		
Licorice and licorice type	98,530	68,787		
Nonchocolate type, n.s.k.	63,161	57,813	97,143	59,698
Confectionery, n.s.k.	139,370	187,341	148,792	171,111

N.s.k. Not specified by kind.

Table 5. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF OUTLET: 1980 AND 1979

(Thousands of dollars)

Type of outlet	1980	1979
Total sales	4,745,105	4,411,550
Merchant wholesalers (those who take title to merchandise)	1,606,996	1,615,994
Grocery store chains - retail	1,088,098	2,341,052
Drug store chains - retail	504,937	
General merchandise stores (department and variety stores)	502,664	
Manufacturers own retail stores	152,143	
Government/military	91,987	
Other, including export	396,322	
Resales	95,715	130,109
Type of outlet, n.s.k.	306,243	324,395

N.s.k. Not specified by kind.

Table 6. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	Pounds	Dollars
Total materials consumed	(X)	2,020,285
Cocoa beans	211,301	278,934
Sugar (cane-beet)	1,304,958	345,123
Corn syrup	872,980	89,832
Cocoa butter	117,395	303,848
Chocolate coatings:		
Milk	171,995	228,934
Other	63,391	63,626
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	24,865	24,737
Milk products	(X)	197,756
Fats and oils	81,880	47,553
Peanuts, shelled basis	237,415	121,647
Coconut meat	18,220	12,457
Almond kernels	22,580	44,427
Other nuts and nut meats	12,266	24,510
Other edible materials[1]	(X)	237,575
Materials, n.s.k.	(X)	221,264

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1977 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1] Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 7. VALUE OF MANUFACTURERS' SALES OF CONFECTIONERY PRODUCTS, BY MONTH: 1980 AND 1979

(Millions of dollars; not seasonally adjusted)

Month	1980	1979
Total	4,649	4,281
January	392	328
February	444	366
March	393	339
April	322	319
May	308	291
June	301	263
July	278	244
August	375	411
September	498	443
October	505	470
November	430	431
December	403	376

Table 8. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: 1980 AND 1979

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code[1]	Item	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty[5]	Apparent consumption[6]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery..	1980	3,438,262	4,649,390	51,130	58,251	1.5	1.3	118,321	133,718	7,747	3,505,453	4,724,857	3.4	2.8
		1979	3,672,936	4,281,441	58,126	59,617	1.6	1.4	126,104	169,845	8,524	3,740,914	4,391,669	3.4	3.9

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic Output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census Report EM 522, U.S. Exports.
[3]Source: Bureau of the Census Report IM 145-X, U.S. Imports for Consumption and General Imports.
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus, U.S. import duties.
[5]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[6]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in manufacturing confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing and, therefore, are not included in this survey.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census annual Form MA-20D, Annual Confectionery Survey and represent all domestic shipments of confectionery products. The aggregates published in this report have been compiled from a sample of approximately 300 reporting units accounting for 95 percent of the total U.S. manufacturers' sales of confectionery products. Companies for which 1977 Census of Manufactures data were derived from administrative records (generally those with less than five employees) were not included in the survey mail panel. Data for these small producers were estimated based on the year-to-year movements shown by reporting firms.

The universe for this sample was the 1977 Census of Manufactures and the 1978 Annual Survey of Manufactures. All companies reporting in product classes 20652, chocolate and chocolate-type confectionery products made from purchased chocolate; 20653, nonchocolate-type confectionery products; and 20662, chocolate and chocolate-type confectionery products made from cocoa beans ground in the same establishment in these surveys were mailed annual Form MA-20D. As a result of this new sample, approximately 90 companies were added to the mailing panel for 1979. Detailed data were not received from these companies for years prior to 1979. Therefore, detailed information on confectionery shipments by type of package and type of product are not comparable for years prior to 1979.

This survey has been revised for 1980. Data on unit pricing have been dropped. Shipments by product type and package type have been revised to correspond to current market categories. In addition, shipments of confectionery products by type of outlet has been revised significantly.

Survey Error—Figures for the current year include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the year-to-year movements shown by reporting firms. The overall imputation rate is generally limited to 10 percent, including about 5 percent for small respondents excluded from the annual panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which estimates were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Chocolate Type Products—Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders.

Products comprising various types of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate-type assortments.

Solid—Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid With Inclusions—Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded With Bakery Product Center—Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded With Candy, Nuts, or Fruit Center—Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned—Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts and dried fruit made by the panning process.

Assortments and Others—Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall in any of the above subcategories. Examples are packages or boxes containing combination of product types.

Nonchocolate Type Products—All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy—Comprising sugar mass which is processed to be nongrained, sugar mass which is grained through sera-

tion, brittles which frequently contains nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, sour balls.

Chewy Candy—Comprising plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy—Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices.

Iced Coated—Enrobed, formed or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned—Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type—Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Package Type:

Seasonal—Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, coconut cream eggs, Christmas candy canes, Valentine "Heart" boxes.

Year-Round—Packs which are intended for sale all year round.

Regular Size (Loose)—Regular size, individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multi-pack)—Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion (Size Loose)—Scaled-down or minature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion (Size Bagged)—Scale-down or minature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size—Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged—Small pieces of candy packaged in bars, jars, boxes, etc. Examples are window boxes, 8-ounces bags of chewy candy, 16-ounces bags of candy corn.

Bulk—Candy sold in bulk to repackaging operations or to retail stores for sale as loose candy.

Presentation (Boxes)—Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Types of Materials:

Milk Products—Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils—Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation—There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus

exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Valued Export and Import Transactions—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501 effective March 1979 and for shipments valued under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

HISTORICAL NOTE

This survey was begun in 1926 by the Bureau of the Census and has continued as a monthly and annual report for the past 50 years. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959), available at your local Federal Depository Library.

RELATED REPORTS

The Bureau of the Census publishes reports on related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M20C	Monthly	*Confectionery*
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
Foreign Trade Reports		
FT-410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT-135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA-20D	John Streeter	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Customer Services DUSD	(301) 449-1600
To order Census Bureau microfiche	Maria Brown	(301) 763-5511

ACKNOWLEDGMENTS

This report was prepared in the Industry Division, Bureau of the Census, under the direction of Carole Klein, Chief, Textiles and Apparel Branch. John Streeter was directly responsible for the review of the data and preparation of the report. Roger Bugenhagen, Chief of the Division, and John R. Wikoff, Assistant Chief for Current Industrial Reports, provided overall direction and coordination to this project.

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Confectionery, Including Chocolate Products

Seasonal Adjustment Supplement 1972 to 1980

M20C Supplement
Issued December 1980

U.S. Department of Commerce
BUREAU OF THE CENSUS

This report, the fourth in this series, presents seasonally adjusted data for a number of the most important series published monthly in Current Industrial Reports Series M20C, *Confectionery, Including Chocolate Products.* The seasonal adjustment program largely eliminates the effect of normal seasonal variations (including variations due to vacations, weather, etc.) as measured over the time period for which data were used. The resulting information thus provides a better measure than the original data of the month-to-month variations which are due to factors that are not associated with a repetitive seasonal pattern.

The seasonal adjustments were made using the X-11 variant of the Census Bureau's seasonal adjustment program. The X-11 variant of the seasonal adjustment program has developed improved techniques for the treatment of extremes and a regression program to identify trading-day adjustment to the monthly aggregates. The trading-day routine is optional and has been used for the series presented in this publication. This program is amply described in the literature on this method.[1]

For each series included in this report the following tables are shown:

1. Seasonally adjusted data
2. Data without seasonal adjustment (original series)
3. Seasonal adjustment factors. The seasonally-adjusted data are obtained by dividing the unadjusted data by the seasonal factors for the specific month.
4. Average percentage changes and related measures for each series.

TRADING-DAY FACTORS

Variation in the rate of activity that arises from the existence of different numbers of trading days in the same month for different years can be an important cause of month-to-month irregular fluctuations. Unlike some other causes of irregular fluctuations such as unexpected economic developments, unusual weather, and statistical errors, trading-day irregularities can be approximately identified and removed so that the underlying trend-cycle stands out more clearly. Hence, it is often possible to reduce the irregular factor by a trading-day adjustment.

BRIEF DEFINITIONS OF MEASURES SHOWN IN TABLE 4

The following are brief definitions; more complete explanations appear in *Electronic Computers and Business Indicators,* by Julius Shiskin, issued as Occasional Paper 57 by the National Bureau of Economic Research, 1957, (reprinted from *Journal of Business,* October 1957).

$\overline{CI}$—The average month-to-month percentage change, without regard to sign in the seasonally adjusted series (i.e., the series after adjustment for measurable seasonal, trading-day, and holiday variations).

$\overline{I}$—The same for the irregular component, obtained by dividing the cyclical component into the seasonally adjusted series.

$\overline{C}$—The same for the cyclical component, a smooth, flexible moving average of the seasonally adjusted series.

$\overline{I/C}$—A measure of the relative smoothness (small values) or irregularity (large values) of the seasonally adjusted series. It is shown for 1-month spans and for spans of the period of MCD. When MCD is 6, no I/C ratio is shown for the MCD period.

$\overline{MCD}$ *(Months for Cyclical Dominance)*—Provides an estimate of the appropriate time span over which to observe cyclical movements in a monthly series. It is small for smooth series and large for irregular series. In deriving MCD, percentage changes are computed separately for the irregular component and the cyclical component over 1-month spans (Jan.-Feb., Feb.-Mar., etc.), 2-month spans (Jan.-Mar, Feb.-Apr., etc.), up to 12-month spans. Averages, without regard to sign, are then computed for the changes over each span. MCD is the shortest span in months for which the average percentage change (without regard to sign) in the cyclical component is larger than the average percentage change (without regard to sign) in the irregular com-

[1] *Electronic Computers and Business Indicators,* National Bureau of Economic Research Occassional Paper 57 (New York, 1957); *Tests and Revisions of Bureau of the Census Methods of Seasonal Adjustments,* Bureau of the Census Technical Paper No. 5 (Washington, 1961, $1.00); *The X-11 Variant of the Census Method II Seasonal Adjustment Program,* Bureau of the Census Technical Paper No. 15 (Washington, 1967, $0.50).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-5809.

For sale by Customer Services (DUSD), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable, currency submitted at sender's risk. Remittances from foreign countries must by by international money order or by a draft on a U.S. bank. Price, 25 cents per copy.

Table 1. MANUFACTURERS' NET SALES OF CONFECTIONERY, FINAL SEASONALLY ADJUSTED SERIES

Year	January	February	March	April	May	June	July	August	September	October	November	December
1972	167	155	151	154	164	164	167	173	170	161	168	186
1973	155	165	172	175	168	170	168	176	187	183	202	196
1974	198	208	232	220	224	236	248	246	246	249	239	232
1975	231	231	212	225	241	237	241	248	236	256	237	242
1976	250	240	250	258	242	242	231	232	242	229	256	226
1977	290	309	323	305	300	307	265	263	337	310	311	335
1978	305	313	300	298	320	304	327	366	310	326	321	361
1979	317	323	318	375	346	350	365	392	384	392	394	386
1980	393	387	401	382	391	422	412	394	(X)	(X)	(X)	(X)

(X) Not available.

Table 2. MANUFACTURERS' NET SALES OF CONFECTIONERY, ORIGINAL SERIES

Year	January	February	March	April	May	June	July	August	September	October	November	December
1972	167	168	163	133	137	134	110	177	221	195	199	172
1973	164	172	182	154	143	135	114	183	233	227	234	180
1974	211	220	241	200	193	180	172	251	309	309	265	220
1975	246	250	221	207	202	183	168	245	300	316	251	241
1976	259	270	277	238	196	192	157	234	307	267	282	232
1977	289	350	361	272	249	243	175	275	422	357	344	339
1978	311	359	335	255	272	239	215	387	376	384	356	358
1979	333	372	344	324	295	267	248	417	450	477	438	382
1980	414	469	415	340	325	318	293	396	(X)	(X)	(X)	(X)

(X) Not available.

Table 3. MANUFACTURERS' NET SALES OF CONFECTIONERY, FINAL COMBINED FACTORS

Year	January	February	March	April	May	June	July	August	September	October	November	December
SEASONALS COMBINED WITH FINAL TRADING-DAY AND/OR PRIOR MONTHLY FACTORS												
1972	100.152	108.467	108.152	86.112	83.660	81.702	65.965	102.187	130.250	121.326	118.334	92.439
1973	105.772	104.352	105.706	88.004	85.138	79.360	67.678	104.234	124.704	124.216	116.076	91.678
1974	106.500	105.938	103.800	91.113	86.089	76.416	69.394	101.902	125.440	124.164	111.104	94.947
1975	106.605	108.217	104.389	92.129	83.884	77.322	69.836	98.945	127.235	123.617	105.792	99.556
1976	103.503	112.548	110.867	92.208	80.988	79.404	67.868	100.974	126.604	116.423	109.981	102.585
1977	99.574	113.172	111.635	89.082	82.992	79.025	66.028	104.448	125.154	115.079	110.555	101.101
1978	102.060	114.659	111.760	85.536	85.087	78.642	65.773	105.781	121.222	117.868	110.983	99.139
1979	104.957	115.253	108.308	86.338	85.344	76.384	67.974	106.399	117.312	121.567	111.078	98.900
1980	105.370	121.135	103.619	88.973	83.083	75.362	71.068	100.596	(X)	(X)	(X)	(X)
COMBINED FINAL SEASONAL AND TRADING-DAY FACTORS ONLY, ONE YEAR AHEAD												
1980	(X)	(X)	(X)	(X)	(X)	(X)	(X)	(X)	123.300	122.998	104.640	104.957
1981	102.603	115.749	106.012	88.929	80.593	77.491	71.551	99.959	(X)	(X)	(X)	(X)

(X) Not applicable.

Table 4. AVERAGE PERCENTAGE CHANGES AND RELATED MEASURE FOR SERIES COMPONENTS

Item	Average percentage changes			Ratio of irregular component to cyclical component	Number of month for cyclical dominance	$\bar{I}/\bar{C}$ for MCD span	Average duration of run			
	Seasonally adjusted series ($\overline{CI}$)	Irregular component ($\bar{I}$)	Cyclical component ($\bar{C}$)	($\bar{I}/\bar{C}$)	(MCD)		$\overline{CI}$	$\bar{I}$	$\bar{C}$	MCD
Manufacturers' net sales of confectionery	4.50	4.22	1.03	4.12	4	0.99	1.60	1.55	6.93	2.42

ponent, and remains so. Thus, it indicates the point at which fluctuations in the seasonally adjusted series became dominated by cyclical rather than irregular movements. All series with an MCD greater than 5 are shown as 6.

ADR (Average Duration of Run)—Another measure of smoothness and is equal to the average number of consecutive monthly changes in the same direction in any series of observations. When there is no change between 2 months, a change in the same direction as the preceding change is assumed. The ADR is shown for the seasonally adjusted series CI, irregular component I, cyclical component C, and MCD curve. The MCD curve is an unweighted moving average (with the number of terms equal to MCD) of the seasonally adjusted series.

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Confectionery, Including Chocolate Products

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JANUARY 1981
M20C(81)-1
Issued April 1981

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1976 TO 1981
(Millions of Dollars)

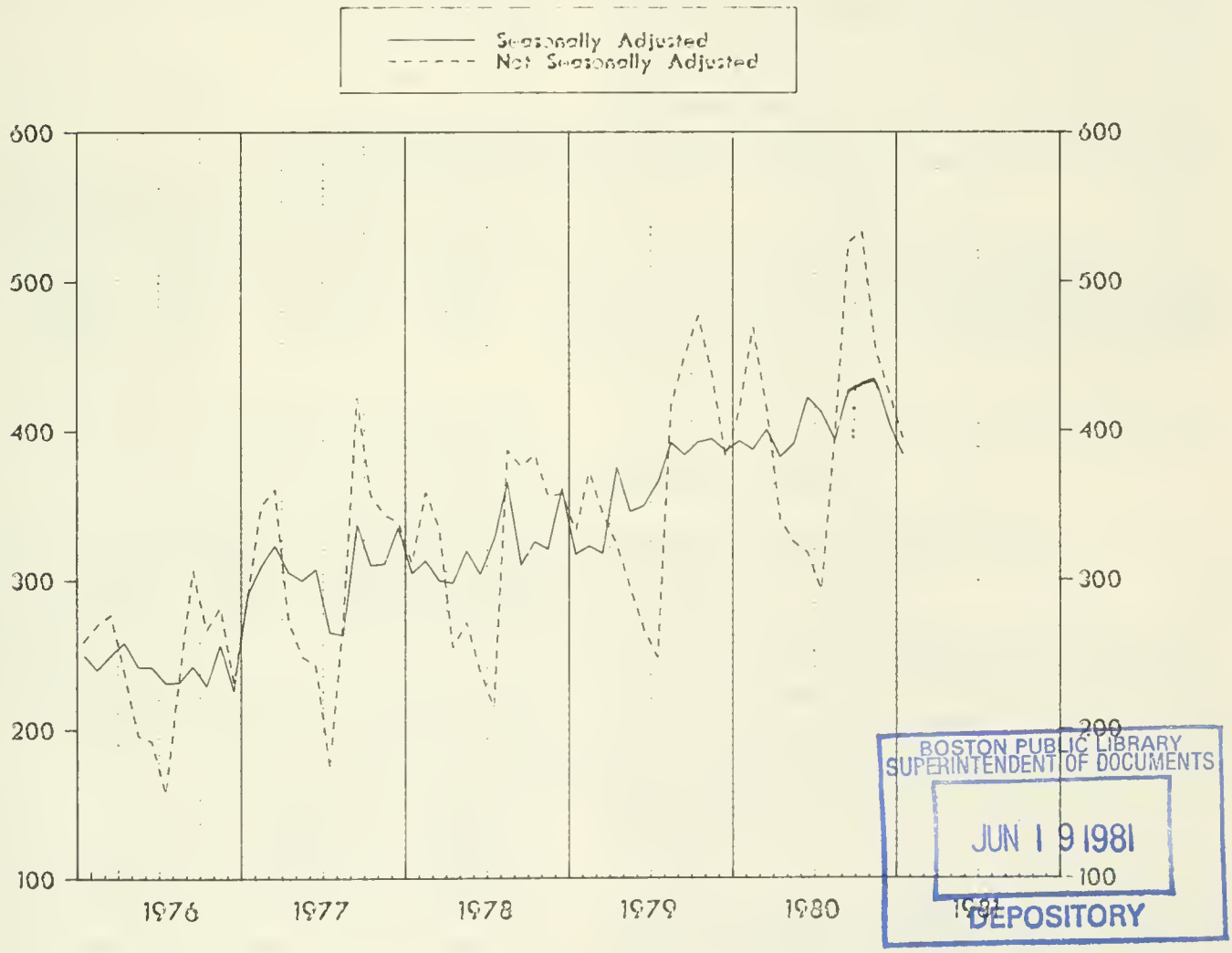

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted
1981		
January	384	394
1980		
December	r405	r425
November	r434	r454
October	r433	r533
September	r427	r526
August	394	396
July	412	293
June	422	318
May	391	325
April	382	340
March	401	415
February	387	469
January	393	414
1979		
December	386	382
November	394	438
October	392	477
September	384	450
1979--Continued		
August	392	417
July	365	248
June	350	267
May	346	295
April	375	324
March	318	344
February	323	372
January	317	333
1978		
December	361	358
November	321	356
October	326	384
September	310	376
August	366	387
July	327	215
June	304	239
May	320	272
April	298	255
March	300	335
February	313	359
January	305	311

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

rRevised by 5 percent or more from previously published figures.

Table 2. QUANTITY AND VALUE OF SALES OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	January 1981		December 1980		January 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery	312,662	394,396	(NA)	425,000	(NA)	414,000
20652, 20662	Chocolate and chocolate-type	181,336	279,488	(NA)	(NA)	(NA)	(NA)
20653	Nonchocolate type	120,462	101,219	(NA)	(NA)	(NA)	(NA)
20650 pt.	Confectionery n.s.k.[1]	10,864	13,689	(NA)	(NA)	(NA)	(NA)

(NA) Not available.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: DECEMBER 1980

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent impo to apparen consumptio	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Va
20652, 20653, 20662	Confectionery	(NA)	425,000	4,680	5,921	(NA)	1.39	13,074	15,930	943	(NA)	435,000	(NA)	

(NA) Not available.

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 108 reporting units accounting for 90 percent of the total U.S. manufacturers' sales of confectionery products.

This survey has been revised for 1981 to provide information on quantity and value of shipments of both chocolate and nonchocolate confectionery. In addition, the data as formerly shown in table 2 of this report are no longer available. These changes were made to make the data more useful to both industry and government agencies.

The universe for this sample was the 1979 MA-20D, Confectionery Sales and Distribution survey. Sales data for the nonmail universe are estimated, based on their 1979 MA-20D report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars; i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data for selected series shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Chocolate or Chocolate Type—Includes products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders.

Nonchocolate Type—Includes all other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations,

since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation—There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Valued Export and Import Transactions—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501 effective March 1979 and for shipments valued under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

An annual Current Industrial Report is published in this series. The results of this survey are published in detail in Current Industrial Reports Series MA-20D, *Confectionery*.

The Bureau of the Census also publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
Foreign Trade Reports		
FT-410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT-135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

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To order a Census Bureau publication	Customer Services (DUSD)	(301) 449-1600
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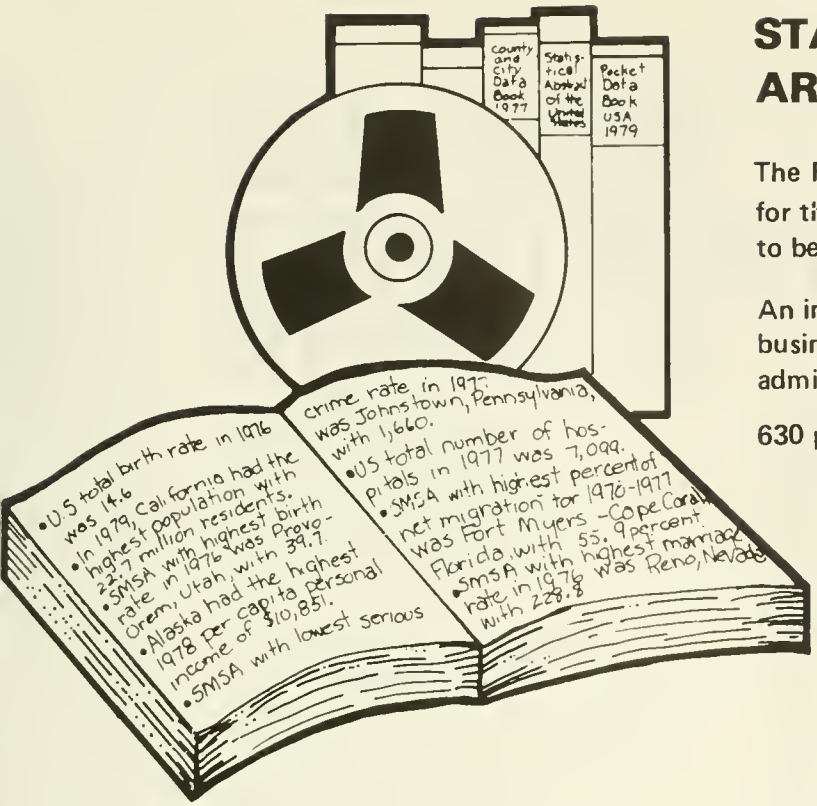
INDUSTRY FINANCING

The National Confectioner's Association has underwritten the cost of this survey.



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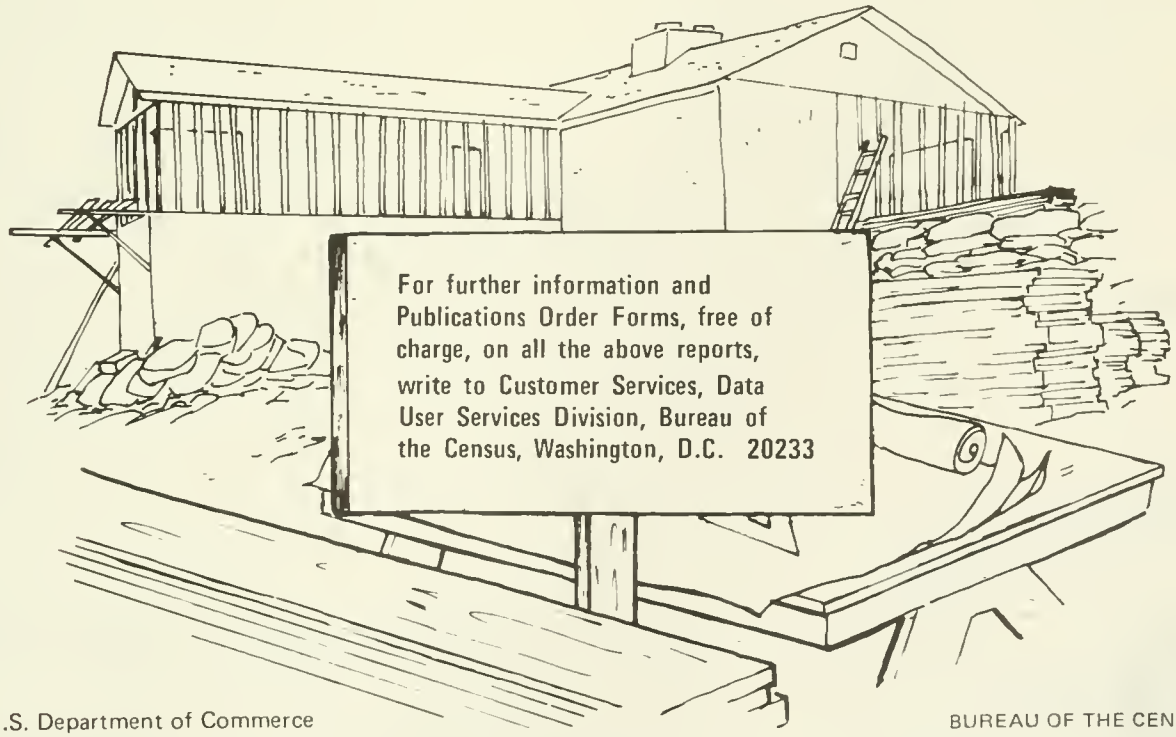
- C40 - Housing Units Authorized by Building Permits and Public Contracts
- C50 - Residential Alterations and Repairs



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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
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FEBURARY 1981
M20C(81)-2
Issued April 1981

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1976 TO 1981
(Millions of Dollars)

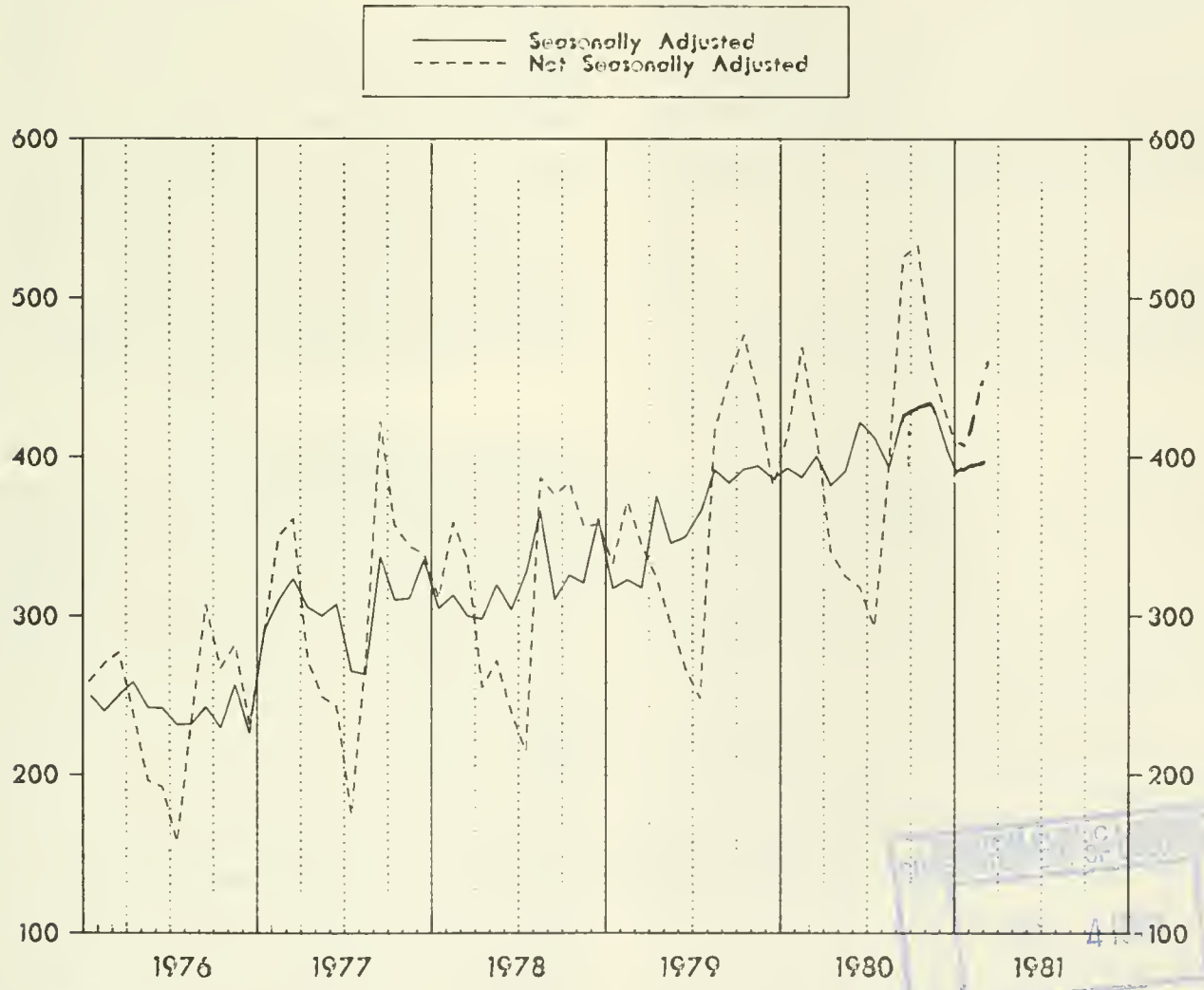

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1981			1979--Continued		
February	404	468	September	384	450
January	410	421	August	392	417
			July	365	248
1980			June	350	267
			May	346	295
December	405	425	April	375	324
November	434	454	March	318	344
October	433	533	February	323	372
September	427	526	January	317	333
August	394	396			
July	412	293	1978		
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Table 2. QUANTITY AND VALUE OF SALES OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	February 1981		January 1981		February 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
20652 20662	Chocolate and nonchocolate confectionary	395,527	468,041	315,957	421,349	(NA)	469,000
20653	Chocolate and chocolate type	189,324	319,886	183,717	295,419	(NA)	(NA)
20650 pt.	Nonchocolate type	181,167	133,715	121,376	112,241	(NA)	(NA)
	Confectionary, n.s.k.[1]	25,036	14,440	10,864	13,689	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically these with fewer than five employees, that were not included in the mailing panel.

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(Quantity in thousands of pounds; value and claculated import duty in thousands of dollars)

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		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionary	315,957	421,349	4,088	4,726	1.30	1.12	11,060	13,284	743	322,929	429,907	3.42	3.15

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codea is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

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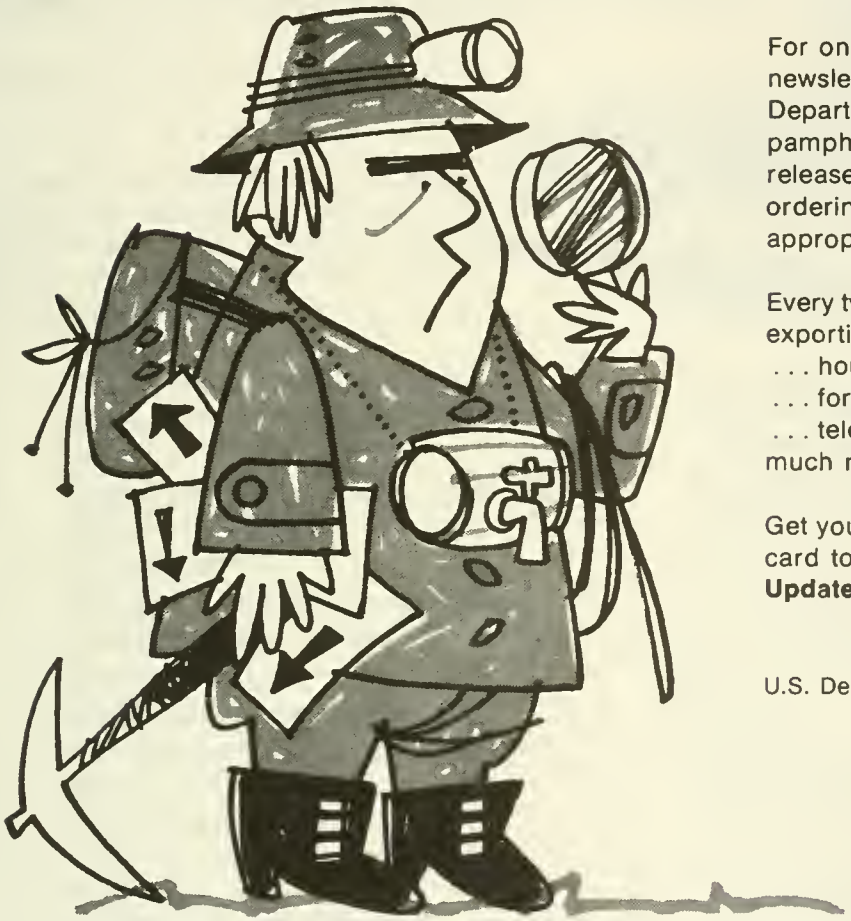

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Confectionery, Including Chocolate Products

MARCH 1981

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(81)-3
Issued May 1981

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

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CONFECTIONERY MANUFACTURERS' NET SALES
1976 TO 1981
(Millions of Dollars)

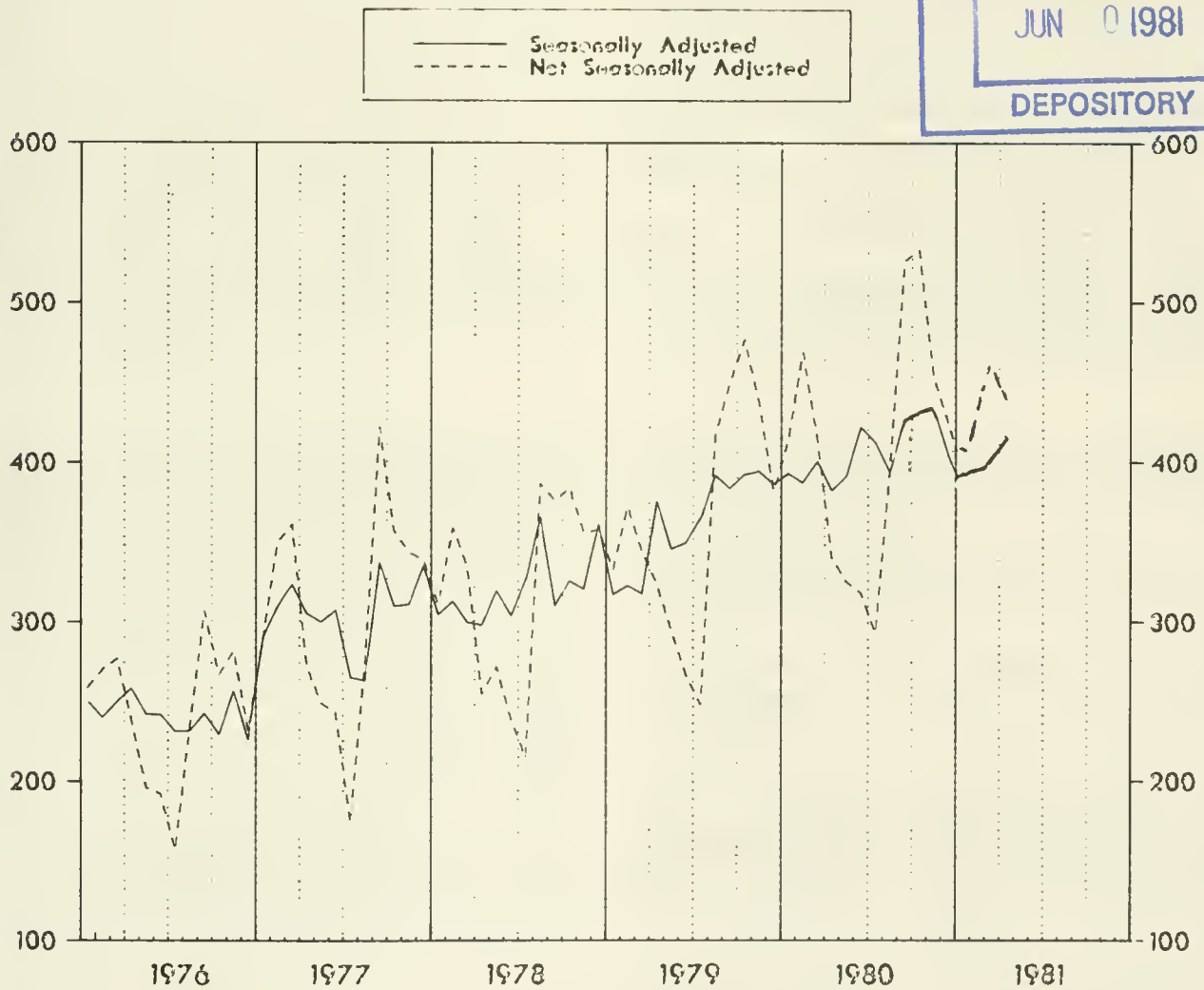

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL NET SALES OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1981		
March	429	455
February	398	461
January	410	421
1980		
December	405	425
November	434	454
October	433	533
September	427	526
August	394	396
July	412	293
June	422	318
May	391	325
April	382	340
March	401	415
February	387	469
January	393	414
1979		
December	386	382
November	394	438
October	392	477
1979--Continued		
September	384	450
August	392	417
July	365	248
June	350	267
May	346	295
April	375	324
March	318	344
February	323	372
January	317	333
1978		
December	361	358
November	321	356
October	326	384
September	310	376
August	366	387
July	327	215
June	304	239
May	320	272
April	298	255
March	300	335

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Explanation of Terms" on page 3.

Table 2. QUANTITY AND VALUE OF SALES OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	March 1981		February 1981		March 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery	346,034	455,212	r352,939	461,336	(NA)	415,000
20652, 20662	Chocolate and chocolate-type	189,521	315,888	183,613	319,726	(NA)	(NA)
20653	Nonchocolate type	131,968	125,076	r144,290	127,170	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1]	24,545	14,248	25,036	14,440	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures.

[1]Represents estimated data for small companies, typically these with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: FEBRUARY 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery	352,939	461,336	5,272	6,015	1.49	1.30	14,676	11,057	631	362,343	466,378	4.05	2.37

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

APRIL 1981
M20C(81)-4
Issued June 1981

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

1981
DEPOSITORY

CONFECTIONERY MANUFACTURERS' NET SALES
1976 TO 1981
(Millions of Dollars)

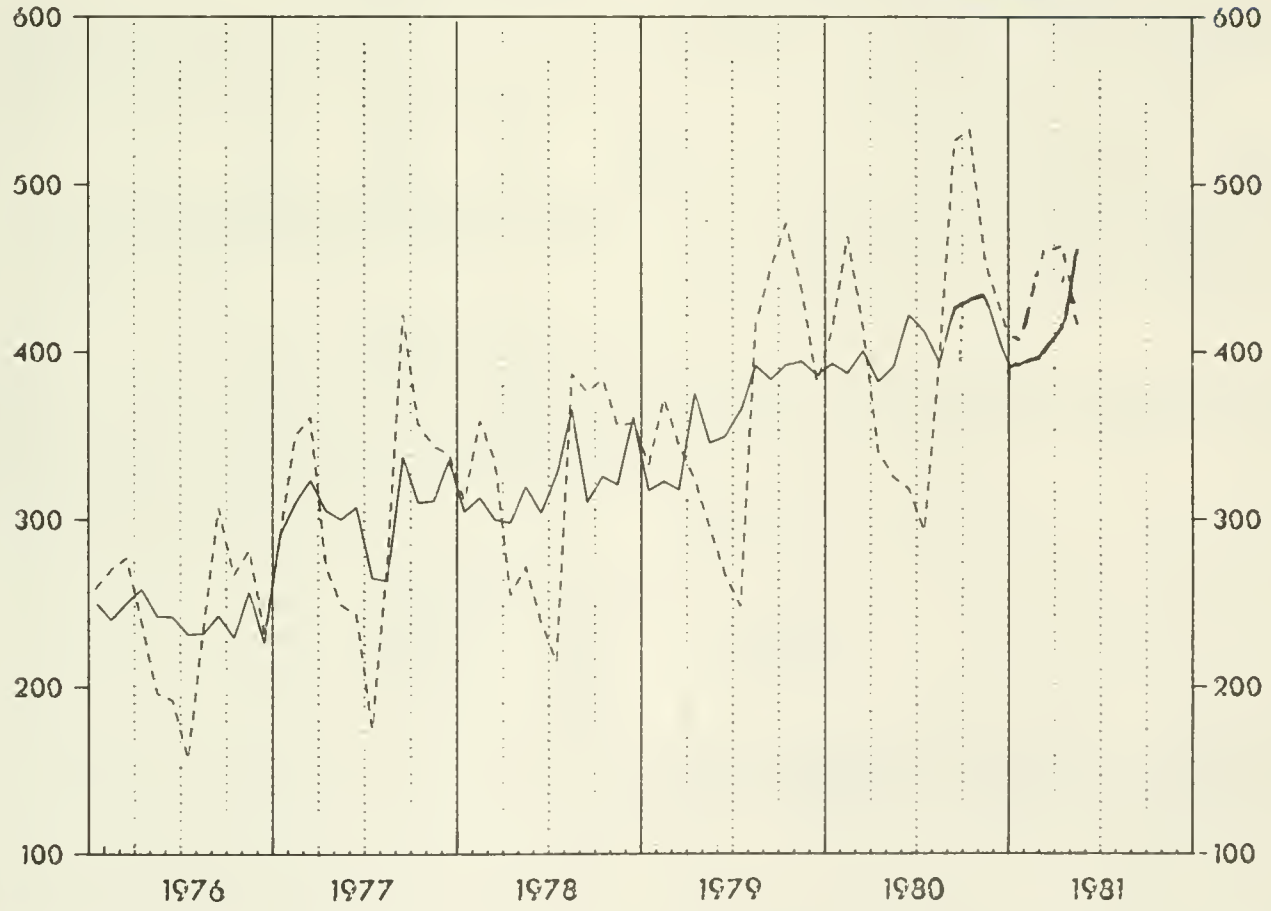

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millioos of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1981		
April	460	409
March	437	463
February	398	461
January	410	421
1980		
Oecember	405	425
November	434	454
October	433	533
September	427	526
August	394	396
July	412	293
June	422	318
May	391	325
April	382	340
March	401	415
February	387	469
January	393	414
1979		
December	386	382
November	394	438
October	392	477
1979--Continued		
September	384	450
August	392	417
July	365	248
June	350	267
May	346	295
April	375	324
March	318	344
February	323	372
January	317	333
1978		
December	361	358
November	321	356
October	326	384
September	310	376
August	366	387
July	327	215
June	304	239
May	320	272
April	298	255

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Description of Survey" on page 3.

Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	April 1981		March 1981		April 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery	295,601	409,555	r335,291	462,657	(NA)	340,000
20652, 20662	Chocolate and chocolate-type	162,697	276,528	193,573	323,292	(NA)	(NA)
20653	Nonchocolate type	123,801	120,415	131,392	125,117	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1] [2]	9,103	12,612	r10,326	14,248	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kiod. rRevised by 5 percent or more from previously publisbed figures.

[1]Represents estimated data for small companies, typically tbese with fewer than five employees, tbat were not included in the mailing panel.

[2]The quantity for February 1981 has been revised to 10,595. The total chocolate and nonchocolate quantity for February bas also been revised to 338,498.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MARCH 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipmeots[1]		Export of domestic merchandise[2]		Perceot exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumptioo[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery	335,291	462,657	5,428	6,601	1.62	1.43	9,628	11,454	629	339,491	467,510	2.8	2.5

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Cebsus Report EM 546, U.S. Exports.

[3]Source: Bureau of the Cebsus Report IM 146, U.S. Imports for Coosumptioo.

[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.

[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 108 reporting units accounting for 90 percent of the total U.S. manufactuers' sales of confectionery products.

This survey has been revised for 1981 to provide information on quantity and value of shipments of both chocolate and nonchocolate confectionery. In addition, the data as formerly shown in table 2 of this report are no longer available. These changes were made to make the data more useful to both industry and government agencies.

The universe of this sample was the 1979 MA-20D, Confectionery Sales and Distribution survey. Shipments data for the nonmail universe are estimated, based on their 1979 MA-20D report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

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Seasonal Adjustment—This report presents seasonally adjusted data for selected series shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

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COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations,

since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation—There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Valued Export and Import Transactions—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501 effective March 1979 and for shipments valued under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

An annual Current Industrial Report is published in this series. The results of this survey are published in detail in Current Industrial Reports Series MA-20D, *Confectionery*.

The Bureau of the Census publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
Foreign Trade Reports		
FT-410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT-135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
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Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Customer Services (DUSD)	(301) 449-1600
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The National Confectioner's Association has underwritten the cost of this survey.

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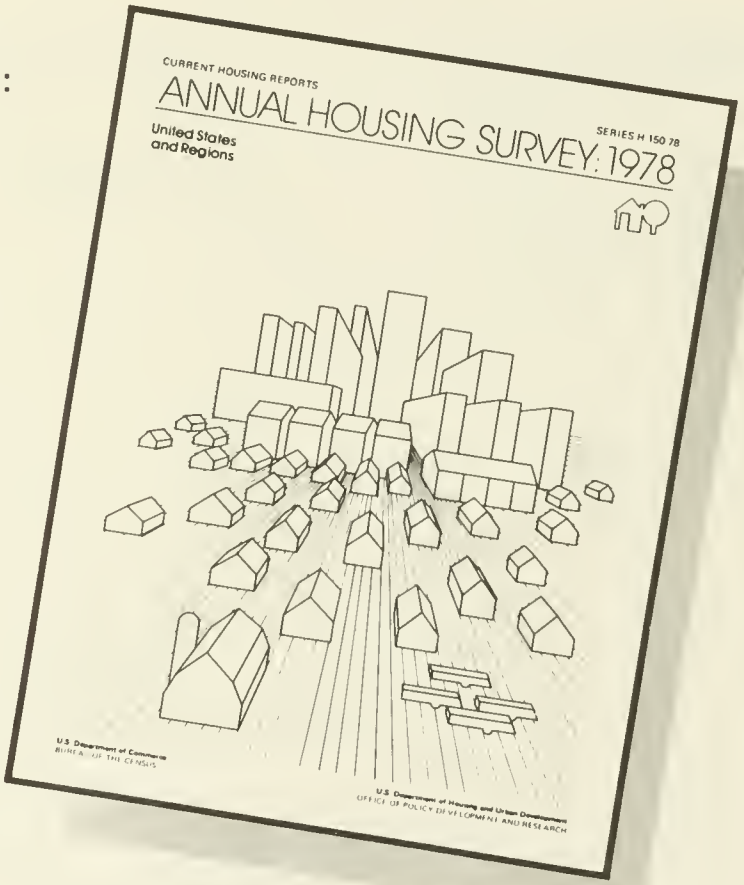

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MAY 1981
M20C(81)-5
Issued July 1981

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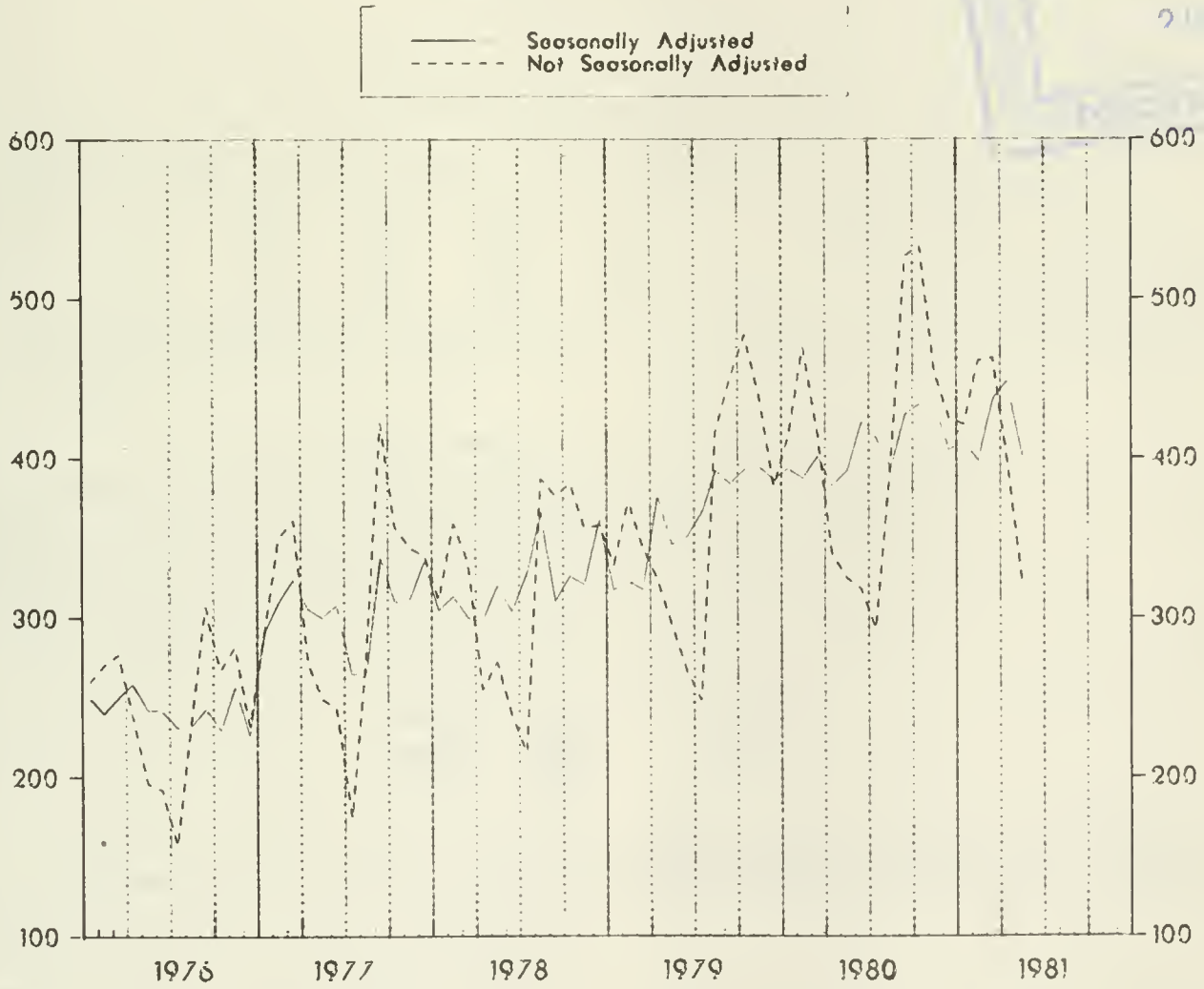
(Millions of Dollars)



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(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
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April	448	398
March	437	463
February	398	461
January	410	421
1980		
December	405	425
November	434	454
October	433	533
September	427	526
August	394	396
July	412	293
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1979--Continued		
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[1]Data include manufacturer-retailers. See "Description of Survey" on page 3.

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(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	May 1981		April 1981		May 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery	247,520	324,177	294,927	398,108	(NA)	325,000
20652, 20662	Chocolate and chocolate-type	133,275	209,328	160,528	265,521	(NA)	(NA)
20653	Nonchocolate type	106,405	104,580	123,152	119,175	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1]	7,840	10,269	9,103	12,612	(NA)	(NA)

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Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

An annual Current Industrial Report is published in this series. The results of this survey are published in detail in Current Industrial Reports Series MA-20D, *Confectionery*.

The Bureau of the Census publishes reports on other related products as follows:

Series	Frequency	Title
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Foreign Trade Reports		
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The National Confectioner's Association has underwritten the cost of this survey.

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The history covers the censuses of retail trade, wholesale trade, service industries, construction industries, manufactures, mineral industries, transportation, and women-owned businesses; the survey of minority-owned business enterprises and the special survey of women-owned businesses; and the enterprise statistics program. The introduction contains a synopsis of census operations. The publication is illustrated with maps, tables, and charts. Appendixes present specialized reference materials, including a history of previous economic censuses; a roster of key Census personnel; descriptions of geographic areas covered and codes used; a list of questionnaire forms and facsimiles of selected ones; lists of published census reports; provisions of title 13, United States Code, relating to the 1977 economic censuses; principal advisory committees and conferences on the 1977 censuses; and a glossary of economic terms.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JUNE 1981
M20C(81)-6
Issued August 1981

The statistics in this publication are based on a survey of manufacturers and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A more complete description of this survey appears on page 3.

THIS REPORT INCLUDES DATA COMPARING DOMESTIC OUTPUT, EXPORTS, AND IMPORTS

CONFECTIONERY MANUFACTURERS' NET SALES
1976 TO 1981
(Millions of Dollars)

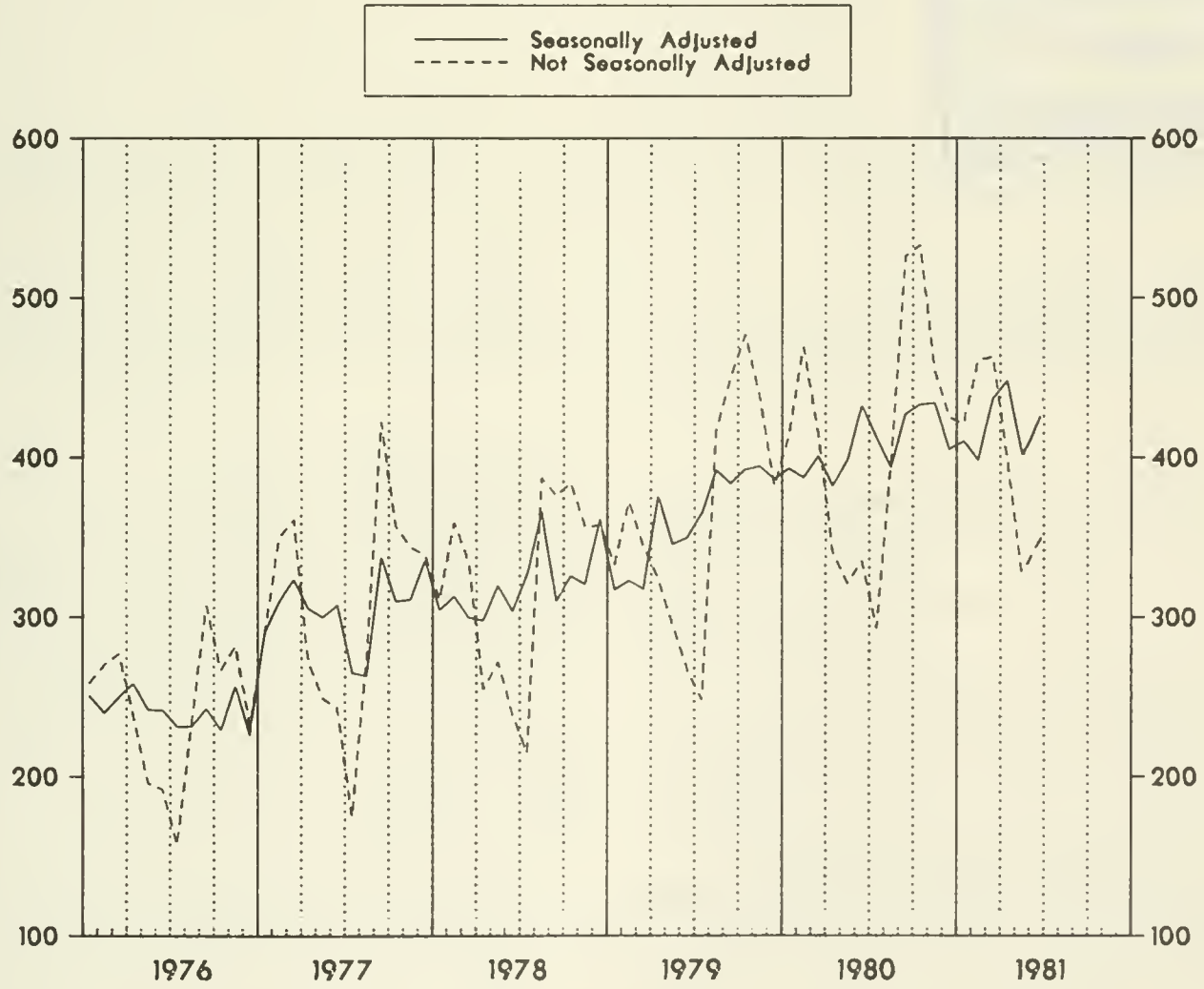

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1981			1979--Continued		
June	432	335	November	394	438
May	398	321	October	392	477
April	448	398	September	384	450
March	437	463	August	392	417
February	398	461	July	365	248
January	410	421	June	350	267
1980			May	346	295
December	405	425	April	375	324
November	434	454	March	318	344
October	433	533	February	323	372
September	427	526	January	317	333
August	394	396	1978		
July	412	293	December	361	358
June	422	318	November	321	356
May	391	325	October	326	384
April	382	340	September	310	376
March	401	415	August	366	387
February	387	469	July	327	215
January	393	414	June	304	239
1979					
December	386	382			

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Description of Survey" on page 3.

Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	June 1981		May 1981		June 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
20652, 20662	Chocolate and nonchocolate confectionery	257,982	335,307	246,686	321,177	(NA)	318,000
20652, 20662	Chocolate and chocolate-type	136,201	210,204	131,373	205,447	(NA)	(NA)
20653	Nonchocolate type	113,532	114,382	107,473	105,461	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1]	8,249	10,721	7,840	10,269	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MAY 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery	246,686	321,177	6,180	6,928	2.51	2.16	8,924	10,647	570	249,430	324,896	3.6	3.1

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156 3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 108 reporting units accounting for 90 percent of the total U.S. manufactuers' sales of confectionery products.

This survey has been revised for 1981 to provide information on quantity and value of shipments of both chocolate and nonchocolate confectionery. In addition, the data as formerly shown in table 2 of this report are no longer available. These changes were made to make the data more useful to both industry and government agencies.

The universe of this sample was the 1979 MA-20D, Confectionery Sales and Distribution survey. Shipments data for the nonmail universe are estimated, based on their 1979 MA-20D report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars; i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data for selected series shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Chocolate or Chocolate Type—Includes products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders.

Nonchocolate Type—Includes all other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations,

since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation—There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Valued Export and Import Transactions—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501 effective March 1979 and for shipments valued under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

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RELATED REPORTS

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FT-135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

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To order a Census Bureau publication	Customer Services (DUSD)	(301) 449-1600
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INDUSTRY FINANCING

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a report on how the 1977 economic censuses were taken–

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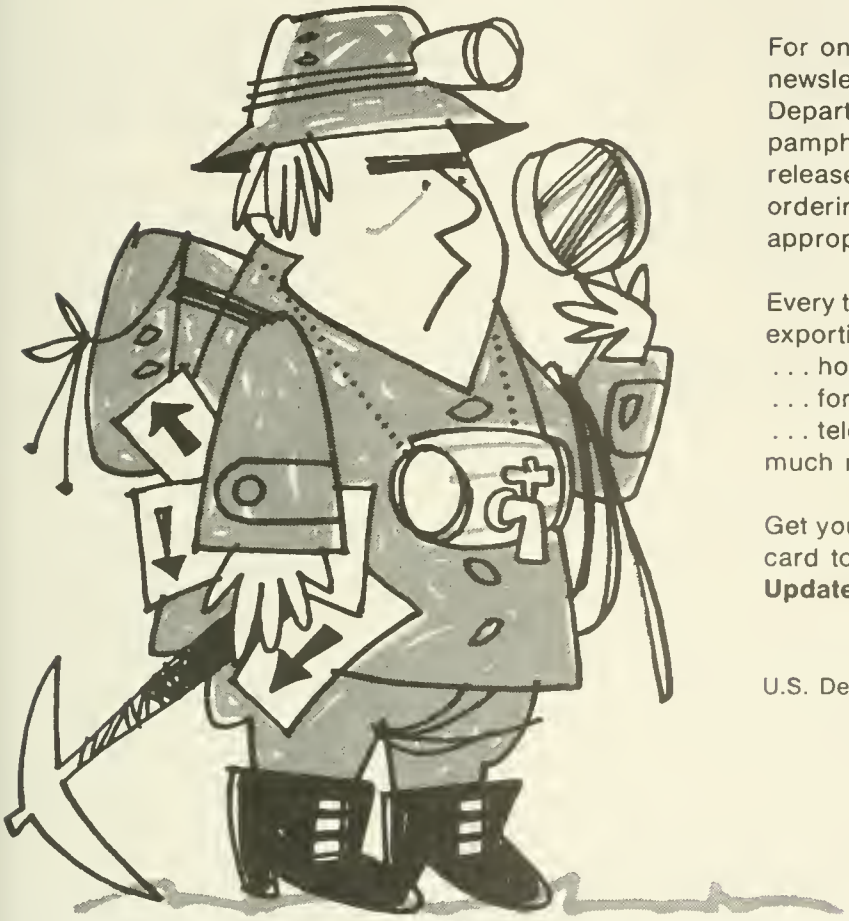

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

JANUARY TO JULY 1981

M20C(81)-7
Issued September 1981

This report includes revised data for January to July 1981. These revisions are based on an adjustment of the monthly estimates to annual benchmark levels. This latter series is published as Current Industrial Report MA-20D, *Confectionery, Including Chocolate Products.* In the annual series, detailed data are shown by product type and package type.

CONFECTIONERY MANUFACTURERS' NET SALES
1976 TO 1981
(Millions of Dollars)

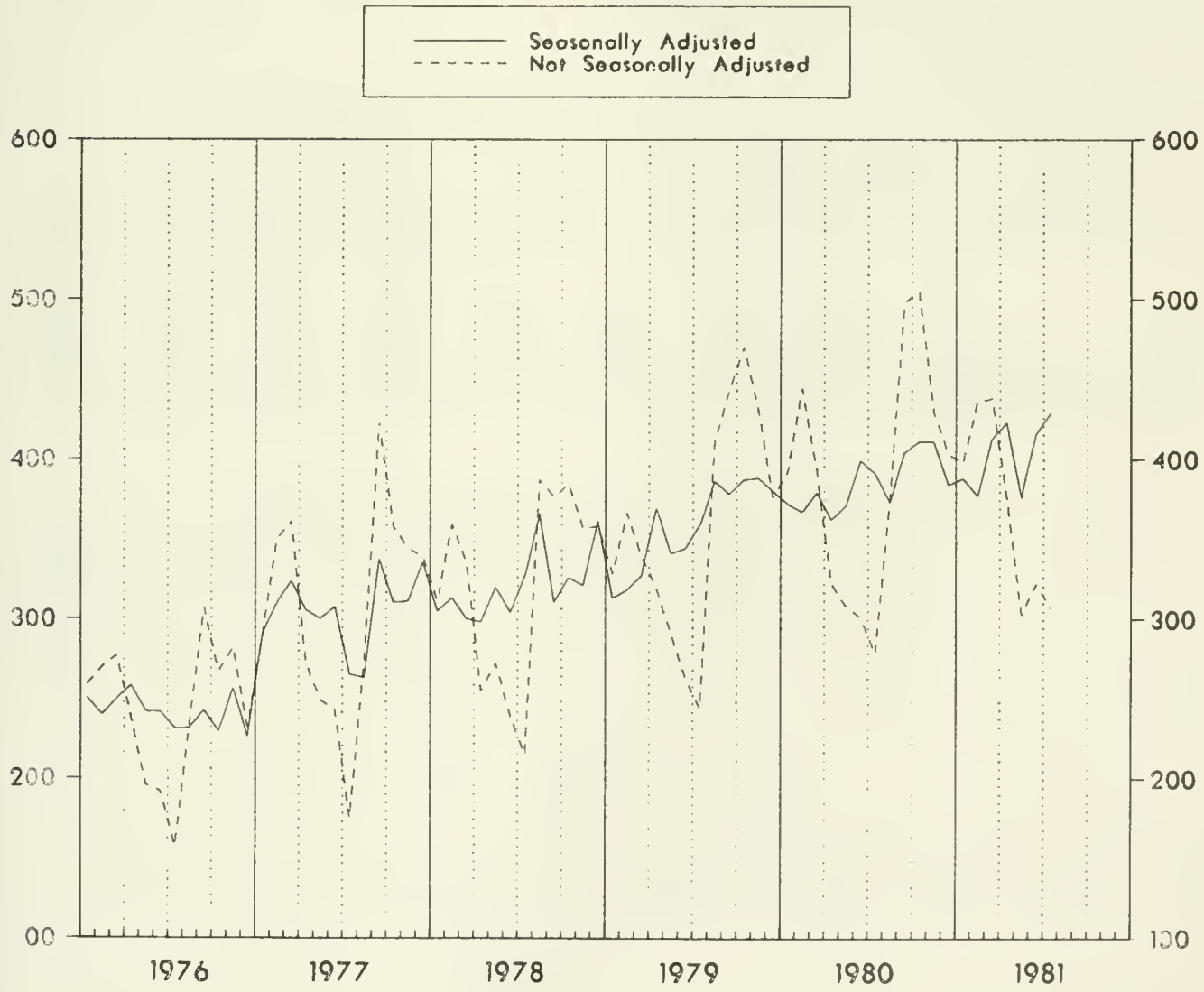

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1981			1979		
July	429	307	December	380	376
			November	388	431
June	416	322	October	387	470
May	376	303	September	378	443
April	423	376	August	386	411
March	413	438	July	359	244
February	377	436			
January	388	398	June	344	263
			May	341	291
1980			April	369	319
			March	327	339
December	384	403	February	318	366
November	411	430	January	313	328
October	411	505			
September	404	498	1978		
August	373	375			
July	391	278			
June	399	301	December	361	358
May	371	308	November	321	356
April	362	322	October	326	384
March	379	393	September	310	376
February	367	444	August	366	387
January	372	392	July	327	215

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers. See "Description of Survey" on page 3.

Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE: JANUARY TO JULY 1981

(Quantity in thousands of pounds; value in thousands of dollars)

Month	Chocolate and nonchocolate confectionery, total		Chocolate and chocolate-type		Nonchocolate type		Confectionery, n.s.k.[1]	
	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
July	232,885	307,270	127,857	200,233	96,237	95,438	8,791	11,599
June	247,023	322,258	130,109	202,205	107,864	107,888	9,050	12,165
May	232,847	303,159	124,003	193,921	101,444	99,545	7,400	9,693
April	278,706	376,212	151,699	250,917	116,379	112,620	10,628	12,675
March	317,185	437,673	182,723	305,834	124,297	118,361	10,165	13,478
February	319,880	436,424	173,698	302,461	136,498	120,303	9,684	13,660
January	298,579	398,175	173,613	279,171	114,700	106,068	10,266	12,936

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JUNE 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	247,023	322,258	5,208	5,615	2.11	1.74	8,324	9,661	499	250,139	326,304	3.3	3.0

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers U.S. firms engaged in the manufacture of confectionery products, including manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets. Establishments which manufacture confectionery for sale at retail on the premises are not classified in manufacturing.

Data are collected only for consumer type confectionery goods. Such data exclude cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup.

Sampling Description—The data shown in this publication were collected on Bureau of the Census monthly Form M20C, Confectionery. The aggregates published in this report have been compiled from a sample of approximately 108 reporting units accounting for 90 percent of the total U.S. manufactuers' sales of confectionery products.

This survey has been revised for 1981 to provide information on quantity and value of shipments of both chocolate and nonchocolate confectionery. In addition, the data as formerly shown in table 2 of this report are no longer available. These changes were made to make the data more useful to both industry and government agencies.

The universe of this sample was the 1980 MA-20D, Confectionery Sales and Distribution survey. Shipments data for the nonmail universe are estimated, based on their 1980 MA-20D report.

The monthly reporting panel was selected by arraying the reporting units in descending order by size for each product line and then choosing a sufficient number of respondents (beginning with the largest) to yield a coverage of approximately 90 percent for each product line.

Survey Error—Figures for the current month include estimates for respondents in the reporting panel whose reports were not received in time for tabulation as well as for small respondents excluded from the panel. Missing figures for companies in the reporting panel are "imputed" from the month-to-month movements shown by reporting firms. The overall imputation rate is generally limited to 25 percent, including about 10 percent for small respondents excluded from the monthly panel. Individual items with higher imputation rates are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, both because the actual monthly movements for nonrespondents may or may not closely agree with the imputed movements, and because the estimates for nonpanel cases may not reflect their current activity. The probable range of difference between the actual and imputed figures is unknown. The degree of uncertainty regarding the accuracy of the data, however, increases as the percentage of imputation increases. Figures with imputation rates above 25 percent, particularly, should be used with caution.

Revision to Previous Period Data—Statistics for previous months may be revised due to receipt of corrected data from respondents, including late reports for which imputations were previously made as described above, and other corrections. Figures which have been revised by more than 5 percent for previously published figures are indicated by footnotes.

Dollar Adjustment—All dollar figures included in the publication are in current dollars; i.e., they have not been adjusted for price change.

Reporting Period Adjustment—Since January 1971, reported data have been adjusted for the number of working days in the reporting period in order to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data for selected series shown in table 1. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This program is a ratio-to-moving average method. It largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal pattern. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series.

EXPLANATION OF TERMS

Chocolate or Chocolate Type—Includes products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders.

Nonchocolate Type—Includes all other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; whereas, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations,

since, in addition to those mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation—There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Valued Export and Import Transactions—Commodity information is not shown for individual imports valued under $251. For exports, commodity information is not reported for shipments individually valued under $501 effective March 1979 and for shipments valued under $251 prior to March 1979. This is believed to have only negligible effect on the statistics for most commodities.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

RELATED REPORTS

An annual Current Industrial Report is published in this series. The results of this survey are published in detail in Current Industrial Reports Series MA-20D, *Confectionery, Including Chocolate Products.*

The Bureau of the Census publishes reports on other related products as follows:

Series	Frequency	Title
Current Industrial Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
Foreign Trade Reports		
FT-410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT-135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	John Streeter	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
To order a Census Bureau publication	Customer Services (DUSD)	(301) 449-1600
To order Census Bureau microfiche	Maria Brown	(301) 763-5511

INDUSTRY FINANCING

The National Confectioner's Association has underwritten the cost of this survey.

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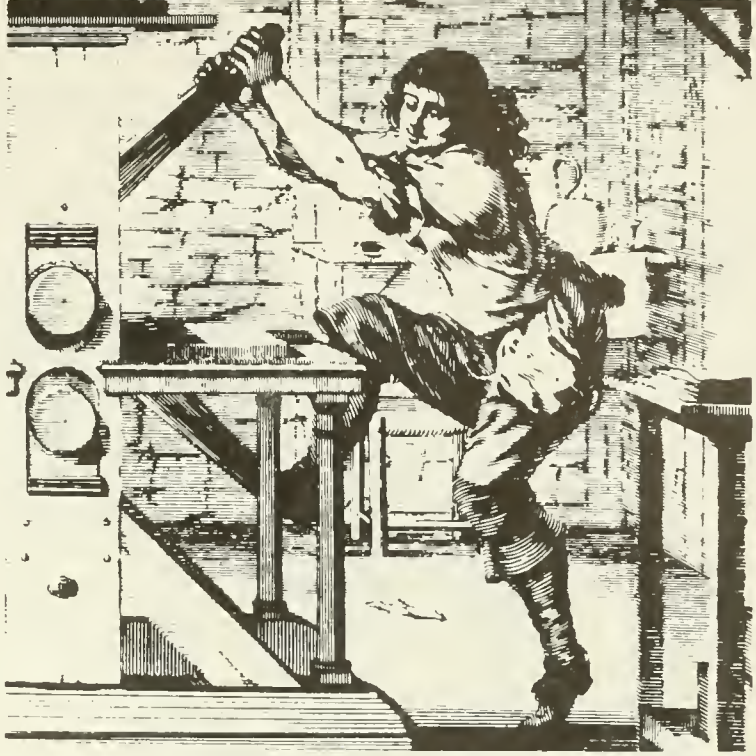

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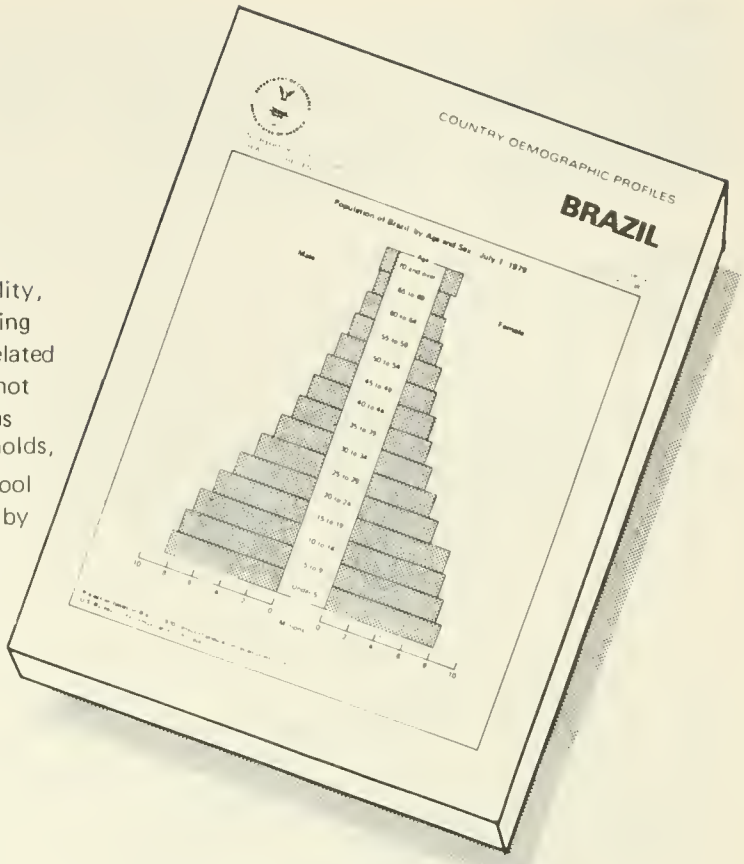

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
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AUGUST 1981
M20C(81)-8
Issued October 1981

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1981 report, M20C(81)-1, issued April 1981.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]	Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1981			1980--Continued		
August	421	421	January	372	392
July	422	302	1979		
June	416	322			
May	376	303	December	380	376
April	423	376	November	388	431
March	413	438	October	387	470
February	377	436	September	378	443
January	388	398	August	386	411
1980			July	359	244
			June	344	263
December	384	403	May	341	291
November	411	430	April	369	319
October	411	505	March	327	339
September	404	498	February	318	366
August	373	375	January	313	328
July	391	278	1978		
June	399	301	December	361	358
May	371	308	November	321	356
April	362	322	October	326	384
March	379	393	September	310	376
February	367	444	August	366	387

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	August 1981		July 1981		August 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	329,822	420,622	233,537	301,670	(NA)	375,000
20652 20662	Chocolate and chocolate-type.....	174,464	269,450	128,275	195,316	(NA)	(NA)
20653	Nonchocolate type.....	142,678	135,000	96,471	94,755	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1].....	12,680	16,172	8,791	11,599	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JULY 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	233,537	301,670	5,299	6,014	2.27	1.99	10,737	11,585	614	238,975	307,241	4.5	3.8

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1981 report, M20C(81)-1, issued April, 1981.
[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

SEPTEMBER 1981
M20C(81)-9
Issued November 1981

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1981 report, M20C(81)-1, issued April 1981.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted[1]	Not seasonally adjusted[1]
1981		
September	484	597
August	430	430
July	425	304
June	419	325
May	378	305
April	425	378
March	415	440
February	378	437
January	390	400
1980		
December	384	403
November	411	430
October	411	505
September	404	498
August	373	375
July	391	278
June	399	301
May	371	308
April	362	322
March	379	393
1980--Continued		
February	367	444
January	372	392
1979		
December	380	376
November	388	431
October	387	470
September	378	443
August	386	411
July	359	244
June	344	263
May	341	291
April	369	319
March	327	339
February	318	366
January	313	328
1978		
December	361	358
November	321	356
October	326	384
September	310	376

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

[1]Data include manufacturer-retailers.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	September 1981		August 1981		September 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	441,307	597,341	338,358	429,705	(NA)	498,000
20652 20662	Chocolate and chocolate-type.....	252,374	414,861	178,567	278,247	(NA)	(NA)
20653	Nonchocolate type.....	172,324	159,999	147,111	135,286	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1].....	16,609	22,481	12,680	16,172	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: AUGUST 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	338,358	429,705	4,027	5,285	1.20	1.23	9,319	10,692	533	343,650	435,112	2.7	2.5

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1981 report, M20C(81)-1, issued April 1981.
[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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CURRENT INDUSTRIAL REPORTS

Confectionery, Including Chocolate Products

U.S. Department of Commerce
BUREAU OF THE CENSUS

OCTOBER 1981
M20C (81)-10
Issued December 1981

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1981 report, M20C(81)-1, issued April 1981.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted	Month and year	Seasonally adjusted	Not seasonally adjusted
1981			1980--Continued		
October	482	593	March	379	393
September	472	582	February	367	444
August	430	430	January	372	392
July	425	304			
			1979		
June	419	325			
May	378	305	December	380	376
April	425	378	November	388	431
March	415	440	October	387	470
February	378	437	September	378	443
January	390	400	August	386	411
			July	359	244
1980			June	344	263
			May	341	291
December	384	403	April	369	319
November	411	430	March	327	339
October	411	505	February	318	366
September	404	498	January	313	328
August	373	375			
July	391	278	1978		
June	399	301	December	361	358
May	371	308	November	321	356
April	362	322	October	326	384

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

1982

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	October 1981		September 1981		October 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	427,961	593,026	430,299	581,930	(NA)	505,000
20652 20662	Chocolate and chocolate-type.....	236,944	399,603	243,887	402,235	(NA)	(NA)
20653	Nonchocolate type.....	174,477	170,505	169,803	157,214	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1].....	16,540	22,918	16,609	22,481	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: SEPTEMBER 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	430,299	581,930	4,991	6,258	1.16	1.08	9,769	11,862	599	435,077	587,534	2.3	2.0

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1981 report, M20C(81)-1, issued April 1981.
[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
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[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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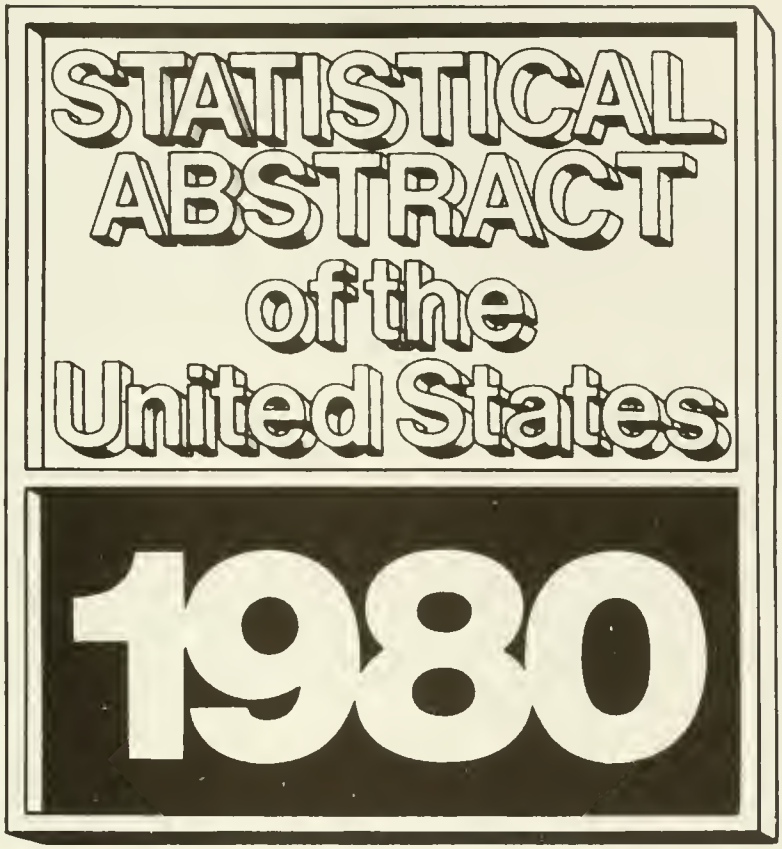

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Confectionery

U.S. Department of Commerce
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NOVEMBER 1981
M20C(81)-11
Issued January 1982

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1981 report, M20C(81)-1, issued April 1981.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted	Month and year	Seasonally adjusted	Not seasonally adjusted
1981			1980--Continued		
November	437	457	April	362	322
October	478	588	March	379	393
September	472	582	February	367	444
August	430	430	January	372	392
July	425	304	1979		
June	419	325	December	380	376
May	378	305	November	388	431
April	425	378	October	387	470
March	415	440	September	378	443
February	378	437	August	386	411
January	390	400	July	359	244
1980			June	344	263
December	384	403	May	341	291
November	411	430	April	369	319
October	411	505	March	327	339
September	404	498	February	318	366
August	373	375	January	313	328
July	391	278	1978		
June	399	301	December	361	358
May	371	308	November	321	356

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	November 1981		October 1981		November 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	317,817	456,663	426,238	588,428	(NA)	430,000
20652 20662	Chocolate and chocolate-type.....	170,795	313,468	237,422	399,726	(NA)	(NA)
20653	Nonchocolate type.....	134,652	125,420	172,776	165,784	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1].....	12,370	17,775	16,540	22,918	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: OCTOBER 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	426,238	588,428	5,496	7,060	1.29	1.20	13,151	18,650	991	433,893	600,018	3.0	3.1

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1981 report, M20C(81)-1, issued April 1981.
[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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Confectionery

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DECEMBER 1981
M20C(81)-12
Issued February 1982

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1981 report, M20C(81)-1, issued April 1981.

MAR 15 1982

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1978 TO 1981

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted
1981		
December	419	440
November	430	450
October	478	588
September	472	582
August	430	430
July	425	304
June	419	325
May	378	305
April	425	378
March	415	440
February	378	437
January	390	400
1980		
December	384	403
November	411	430
October	411	505
September	404	498
August	373	375
July	391	278
June	399	301
1980--Continued		
May	371	308
April	362	322
March	379	393
February	367	444
January	372	392
1979		
December	380	376
November	388	431
October	387	470
September	378	443
August	386	411
July	359	244
June	344	263
May	341	291
April	369	319
March	327	339
February	318	366
January	313	328
1978		
December	361	358

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.
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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	December 1981		November 1981		December 1980	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	291,577	439,598	313,761	450,431	(NA)	403,000
20652, 20662	Chocolate and chocolate-type.....	167,221	319,765	170,256	312,223	(NA)	(NA)
20653	Nonchocolate type.....	112,845	102,479	131,135	120,433	(NA)	(NA)
20650 pt.	Confectionery, n.s.k.[1].....	11,511	17,354	12,370	17,775	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY; NOVEMBER 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery.....	313,761	450,431	5,870	8,702	1.87	1.93	11,581	15,637	816	319,472	457,366	3.6	3.4

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1981 report, M20C(81)-1, issued April 1981.
[2]Source: Bureau of the Census Report EM 546, U.S. Exports.
[3]Source: Bureau of the Census Report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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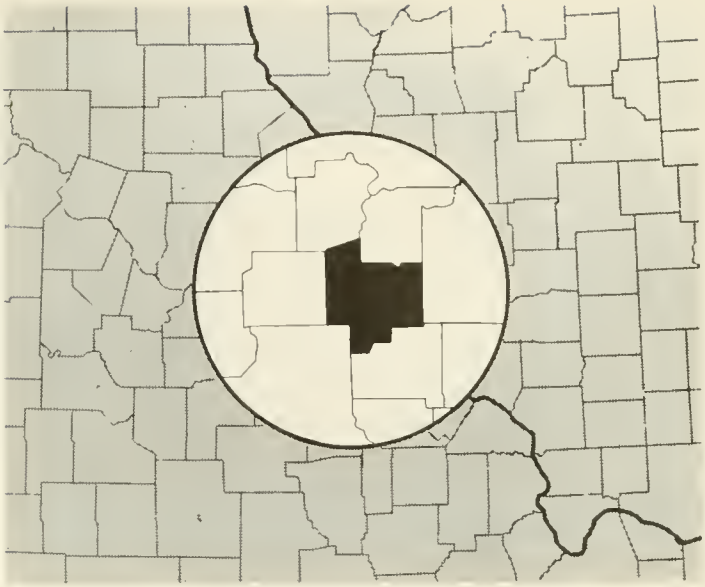

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Confectionery

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1981
MA-20D(81)-1
Issued September 1982

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1981 was $5,188.7 million compared to $4,685.0 million in 1980, an increase of 10.8 percent. The value of chocolate and chocolate type confectionery increased 12.0 percent; the value of nonchocolate confectionery rose 7.9 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 8.1 percent, while the quantity of nonchocolate confectionery decreased by 1.8 percent.

A description of the survey methodology and other related information appears on page 10.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1971 TO 1981

(In million)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1981	3,614	5,189	16.0
1980	3,488	4,684	15.7
1979	3,673	4,281	16.6
1978	3,588	3,847	16.5
1977	3,700	3,675	17.1
1976	3,467	2,912	16.4
1975	3,357	2,830	16.0
1974	3,651	2,771	17.7
1973	3,807	2,141	18.5
1972	3,793	1,976	18.7
1971	3,870	1,974	19.1

[1]Production plus imports minus exports (see table 9) divided by population, including Armed Forces abroad, as of July 1, 1981. Data for 1980 and prior years have been revised because of revised population estimates based on the 1980 census.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 915 (July 1, 1981 population was 229,807,000).

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Table 2. COMPARISON OF ANNUAL SURVEY OF MANUFACTURERS AND CIR

(Quantity in millions of pounds; value in millions of dollars)

Product code	Type of product	1981 MA-20D		1980 MA-20D		Annual Survey of Manufacturers (value)
		Quantity	Value	Quantity	Value	
	Total confectionery.....	3,614.1	5,188.7	3,488.2	4,685.0	(NA)
20652 20662	Chocolate and chocolate type....	1,980.9	3,517.7	1,831.8	3,139.8	3,227.2
20653	Nonchocolate type.....	1,489.1	1,463.5	1,516.6	1,356.9	1,411.1
20650 pt.	Confectionery, n.s.k.[1].....	144.1	207.5	139.8	187.3	(NA)

(NA) Not available. N.s.k. Not specified by kind. pt. Part

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1981 AND 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Product	1981		1980	
	Quantity	Value	Quantity	Value
Total shipments.....	3,614,123	5,188,674	3,488,218	4,683,960
Chocolate and chocolate-type confectionery.....	1,980,857	3,517,695	1,831,780	3,139,762
Solid.....	191,831	396,505	172,777	332,193
Solid with inclusions.....	149,585	340,459	151,691	315,714
Enrobed or molded:				
With candy, fruit, or nut center.....	969,449	1,593,325	875,853	1,420,673
With bakery product center.....	110,275	209,256	97,459	190,767
Panned.....	339,002	560,141	305,827	493,557
Assortments and other.....	188,370	360,435	198,122	335,470
Chocolate type, n.s.k.....	32,345	57,574	30,051	51,388
Nonchocolate-type confectionery.....	1,489,149	1,463,451	1,516,632	1,356,857
Hard candy.....	457,981	562,904	485,721	541,718
Chewy candy.....	302,388	288,210	296,055	247,203
Soft candy.....	409,955	304,324	398,205	284,121
Iced coated.....	9,899	15,573	15,813	22,101
Panned.....	180,099	184,766	181,475	156,585
Licorice and licorice type.....	97,050	76,513	98,530	68,787
Nonchocolate type, n.s.k.....	31,777	31,141	40,833	36,342
Confectionery, n.s.k.[1].....	144,117	207,528	139,806	187,341

N.s.k. Not specified by kind.

[1]See table 2, footnote 1.

Table 4A. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1981

(Quantity in thousands of pounds; value in tbousands of dollara)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded		Panned	Assortments and other	Type of confectionery, n.s.k.
				With candy, fruit, or nut center	With bakery product center			
Total:[1]								
Quantity	1,980,857	191,831	149,585	969,449	110,275	339,002	188,370	32,345
Value	3,517,695	396,505	340,459	1,593,325	209,256	560,141	360,435	57,574
Seasonal packages:								
Quantity	157,246	56,213	3,275	47,720	7,890	15,239	26,909	(X)
Value	337,906	122,466	9,090	89,674	15,887	26,306	74,483	(X)
Regular size (loose):								
Quantity	762,733	30,299	75,542	467,230	(D)	117,924	(D)	(X)
Value	1,265,985	70,579	167,986	700,009	(D)	194,553	(D)	(X)
Regular size (multipack):								
Quantity	162,984	(D)	13,216	105,649	(D)	(D)	(D)	(X)
Value	262,510	(D)	29,164	153,167	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	17,328	(D)	(D)	10,028	(D)	-	(D)	(X)
Value	31,189	(D)	(D)	16,695	(D)	-	(D)	(X)
Reduced portion (bagged):								
Quantity	186,366	4,733	9,543	146,265	(D)	(D)	(D)	(X)
Value	331,016	11,226	22,483	245,169	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	116,121	(D)	37,887	26,634	(D)	(D)	(D)	(X)
Value	229,286	(D)	89,151	41,857	(D)	(D)	(D)	(X)
Package:								
Quantity	312,889	46,020	(D)	71,541	3,360	140,010	(D)	(X)
Value	529,400	89,859	(D)	133,928	7,186	227,514	(D)	(X)
Bulk:								
Quantity	107,112	21,374	5,672	28,049	185	9,114	42,718	(X)
Value	146,217	26,627	10,869	59,067	305	13,739	35,610	(X)
Presentation boxes:								
Quantity	125,733	(D)	1,944	66,333	(D)	(D)	44,427	(X)
Value	326,612	(D)	6,657	153,759	(D)	(D)	134,553	(X)
Package type, n.s.k.:[1]								
Quantity	32,345	(X)	(X)	(X)	(X)	(X)	(X)	28,952
Value	57,574	(X)	(X)	(X)	(X)	(X)	(X)	50,899

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.a.k. Not specified by kind. (X) Not applicable.

[1]See table 2, footnote 1.

Table 4B. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1981

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery, n.s.k.
Total:[1]								
Quantity	1,489,149	457,981	302,388	409,955	9,899	180,099	97,050	31,777
Value	1,463,451	562,904	288,210	304,324	15,593	184,766	76,513	31,141
Seasonal packages:								
Quantity	259,080	118,045	42,246	51,179	(D)	45,801	(D)	(X)
Value	247,986	131,951	34,447	47,624	(D)	32,170	(D)	(X)
Regular size (loose):								
Quantity	323,078	91,180	81,676	43,986	(D)	74,421	(D)	(X)
Value	419,994	172,538	90,290	39,702	(D)	85,958	(D)	(X)
Regular size (multipack):								
Quantity	53,055	8,195	(D)	2,537	(D)	(D)	(D)	(X)
Value	57,898	18,706	(D)	2,658	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	4,263	(D)	(D)	(D)	-	(D)	(D)	(X)
Value	4,440	(D)	(D)	(D)	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	15,318	10,032	4,863	(D)	(D)	(D)	(D)	(X)
Value	18,456	12,947	4,966	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	9,883	(D)	(D)	(D)	-	(D)	(D)	(X)
Value	10,516	(D)	(D)	(D)	-	(D)	(D)	(X)
Package:								
Quantity	552,673	156,020	80,189	242,332	4,894	30,452	38,786	(X)
Value	462,586	157,651	70,560	161,833	8,022	37,088	27,432	(X)
Bulk:								
Quantity	232,492	68,507	53,741	65,321	3,016	25,923	15,984	(X)
Value	186,930	54,739	48,120	45,437	3,690	25,405	9,539	(X)
Presentation boxes:								
Quantity	7,530	(D)	(D)	1,308	(D)	-	-	(X)
Value	23,504	(D)	(D)	4,193	(D)	-	-	(X)
Package type, n.s.k.:[1]								
Quantity	31,777	(X)	(X)	(X)	(X)	(X)	(X)	24,380
Value	31,141	(X)	(X)	(X)	(X)	(X)	(X)	23,937

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1]See table 2, footnote 1.

Table 5A. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded		Panned	Assortments and other	Type of confectionery, n.s.k.
				With candy, fruit, or nut center	With bakery product center			
Total:[1]								
Quantity	1,831,780	172,777	151,691	875,853	97,459	305,827	198,122	30,051
Value	3,139,762	332,193	315,714	1,420,673	190,767	493,557	335,470	51,388
Seasonal packages:								
Quantity	161,743	52,276	5,806	50,478	5,251	13,727	34,205	(X)
Value	293,401	99,837	11,612	82,750	10,640	20,143	68,419	(X)
Regular size (loose):								
Quantity	661,332	26,811	75,818	389,713	(D)	103,614	(D)	(X)
Value	1,110,754	59,302	158,346	592,242	(D)	176,355	(D)	(X)
Regular size (multipack):								
Quantity	123,450	(D)	10,427	74,494	(D)	(D)	(D)	(X)
Value	203,177	(D)	21,778	111,577	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	22,790	(D)	(D)	13,863	-	(D)	(D)	(X)
Value	35,672	(D)	(D)	20,202	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	180,997	4,485	9,780	137,955	(D)	(D)	(D)	(X)
Value	313,559	10,230	23,001	224,976	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	123,211	(D)	38,507	36,553	(D)	(D)	-	(X)
Value	220,629	(D)	80,710	51,824	(D)	(D)	-	(X)
Package:								
Quantity	305,792	40,450	(D)	78,224	1,402	127,542	(D)	(X)
Value	472,729	73,890	(D)	133,379	2,635	196,843	(D)	(X)
Bulk:								
Quantity	93,021	13,992	4,157	28,010	343	10,082	36,437	(X)
Value	120,373	17,121	7,013	50,472	581	12,497	32,689	(X)
Presentation boxes:								
Quantity	129,393	(D)	2,073	66,563	(D)	(D)	48,308	(X)
Value	318,080	(D)	6,425	153,251	(D)	(D)	130,188	(X)
Package type, n.s.k.:[1]								
Quantity	30,051	(X)	(X)	(X)	(X)	(X)	(X)	30,175
Value	51,388	(X)	(X)	(X)	(X)	(X)	(X)	51,388

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1]See table 2, footnote 1.

Table 5B. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confec-tionery, n.s.k.
Total:[1]								
Quantity	1,516,632	485,721	296,055	398,205	15,813	181,475	98,530	40,833
Value	1,356,857	541,718	247,203	284,121	22,101	156,585	68,787	36,342
Seasonal packages:								
Quantity	246,565	115,235	32,215	53,447	(D)	43,896	(D)	(X)
Value	209,335	115,365	24,701	41,074	(D)	26,483	(D)	(X)
Regular size (loose):								
Quantity	336,279	106,808	77,879	46,325	(D)	78,944	(D)	(X)
Value	396,169	176,757	75,916	34,491	(D)	80,479	(D)	(X)
Regular size (multipack):								
Quantity	55,992	12,729	(D)	3,476	(D)	(D)	(D)	(X)
Value	57,451	22,404	(D)	3,314	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	5,254	(D)	-	(D)	-	(D)	(D)	(X)
Value	4,739	(D)	-	(D)	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	16,293	8,672	6,569	(D)	(D)	(D)	(D)	(X)
Value	14,401	7,534	5.543	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	12,325	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	9,564	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Packsge:								
Qusntity	567,835	165,147	89,565	223,881	5,246	35,076	48,920	(X)
Value	447,841	156,528	68,322	154,912	7,154	31,363	29,562	(X)
Bulk:								
Quantity	227,393	67,989	55,556	65,963	4,265	18,577	15,043	(X)
Value	158,402	47,617	41,279	43,067	4,409	13,933	8,097	(X)
Presentation boxea:								
Quantity	7,863	(D)	(D)	1,208	(D)	-	-	(X)
Value	22,613	(D)	(D)	3,623	(D)	-	-	(X)
Package type, n.a.k.:[1]								
Quantity	40,833	(X)	(X)	(X)	(X)	(X)	(X)	40,833
Value	36,342	(X)	(X)	(X)	(X)	(X)	(X)	36,342

- Represents zero. (D) Withheld to avoid disclosing figures for individual compsnies. N.a.k. Not apecified by kind. (X) Not applicable.

[1]See table 2, footnote 1.

Table 6. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1981 AND 1980

(Thousands of dollars)

Type of customer	1981	1980
Total sales	5,289,083	4,775,961
Merchant wholesalers	1,934,249	1,697,801
Grocery store chains, retail	1,234,976	1,112,176
Drug store chains, retail	482,773	445,808
General merchandise stores (department and variety stores)	609,494	532,242
Manufacturers own retail stores	189,152	203,119
Government/military	81,414	95,353
Other, including export	441,391	422,165
Resales	100,409	92,001
Type of outlet, n.s.k.	215,225	175,296

N.s.k. Not specified by kind.

Table 7. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1981 AND 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1981		1980	
	Pounds	Dollars	Pounds	Dollars
Total materials consumed	(X)	2,610,711	(X)	2,211,822
Cocoa beans	245,434	277,600	211,301	278,934
Sugar (cane-beet)	1,429,140	482,230	1,308,904	344,398
Corn syrup	913,863	131,099	873,212	89,395
Cocoa butter	145,604	335,090	117,394	303,845
Chocolate coatings:				
Milk	180,258	222,546	172,400	229,122
Other	64,601	68,580	63,859	64,282
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	22,847	15,525	20,744	23,126
Milk products	(X)	264,706	(X)	197,424
Fats and oils	98,192	53,635	81,814	47,577
Peanuts, shelled basis	235,551	214,527	238,717	122,636
Coconut meat	18,698	12,543	18,168	12,542
Almond kernels	28,180	53,498	23,099	43,855
Other nuts and nut meats	12,192	25,595	12,486	25,369
Other edible materials[1]	(X)	216,230	(X)	228,268
Materials, n.a.k.	(X)	237,307	(X)	201,049

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1977 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.a.k. Not specified by kind. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 8A. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE AND BY MONTH: 1981 REVISED

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	January		February		March		April		May		June	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery:												
	As published	298,579	398,175	319,880	436,424	317,185	437,673	278,706	376,212	232,847	303,159	247,023	322,258
	As revised	288,791	406,363	309,444	445,316	306,743	446,578	269,802	383,933	225,309	309,271	239,153	328,959
20652 20662	Chocolate and chocolate-type:												
	As published	173,613	279,171	173,698	302,461	182,723	305,834	151,699	250,917	124,003	193,921	130,109	202,205
	As revised	166,425	284,269	166,507	307,984	175,158	311,419	145,419	255,499	118,869	197,462	124,722	205,897
20653	Nonchocolate type:												
	As published	114,700	106,068	136,498	120,303	124,297	118,361	116,379	112,620	101,444	99,545	107,864	107,888
	As revised	111,463	107,417	132,646	121,833	120,789	119,867	113,095	114,053	98,581	100,811	104,820	109,260
20650 pt.	Confectionery, n.s.k.:												
	As published	10,266	12,936	9,684	13,660	10,165	13,478	10,628	12,675	7,400	9,693	9,050	12,165
	As revised	10,903	14,677	10,291	15,499	10,796	15,292	11,288	14,381	7,859	10,998	9,611	13,802
		July		August		September		October		November		December	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectioonery:												
	As published	233,537	301,670	338,358	429,705	430,299	581,930	426,738	588,428	313,761	450,431	297,562	456,513
	As revised	226,050	308,002	327,601	438,684	416,441	594,301	413,060	600,920	303,779	460,057	287,950	466,290
20652 20662	Chocolate and chocolate-type:												
	As published	128,275	195,316	178,567	278,247	243,887	402,235	237,422	399,726	170,256	312,223	172,130	332,352
	As revised	122,964	198,882	171,174	283,328	233,790	409,580	227,593	407,025	163,207	317,924	165,029	338,426
20653	Nonchocolate type:												
	As published	96,471	94,755	147,111	135,286	169,803	157,214	172,776	165,784	131,135	120,433	113,921	106,807
	As revised	93,749	95,960	142,960	137,007	165,011	159,214	167,900	167,893	127,434	121,965	110,701	108,171
20650 pt.	Coofectionery, n.a.k.:												
	As publisbed	8,791	11,599	12,680	16,172	16,609	22,481	16,540	22,918	12,370	17,775	11,511	17,354
	As revised	9,337	13,160	13,467	18,349	17,640	25,507	17,567	26,002	13,138	20,168	12,220	19,693

Table 8B. VALUE OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS, BY MONTH: 1981 AND 1980

(Millions of dollars; not seasonally adjusted)

Month	1981	1980
Total	5,189	4,684
January	406	395
February	445	447
March	447	396
April	384	324
May	309	310
June	329	303
July	308	280
August	439	378
September	594	502
October	601	509
November	460	433
December	466	407

Table 9. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1981 AND 1980

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Item	Year	Manufacturers' shipments		Exports of domestic merchandise[2]			Percent exports to manufacturers' shipments		Imports for consumption[4]		Apparent consumption[6]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Estimated producer's value[3]	Quantity	Value	Quantity	Value[5]	Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	1981	3,614,123	5,188,674	48,910	61,435	51,900	1.4	1.2	121,703	145,139	3,686,916	5,272,378	3.3	2.8
		1980	3,488,218	4,683,960	51,130	58,251	49,210	1.5	1.2	118,321	133,718	3,555,409	4,759,427	3.3	2.8

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census report EM 522, U.S. Exports.

[3]These values were derived by use of adjustment factors to exclude freight, insurance, and other charges increased in moving goods to the port of export. This adjustment is made to convert the value to an approximation of the producers value of exported goods. Current adjustment factors (0.8448 for industry group 206) are based on data for 1980 which are published in M80(AS)-6, Origin of Exports of Manufactured Products, appendix B.

[4]Source: Bureau of the Census report IM 145-X, U.S. Imports for Consumption and General Imports.

[5]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.

[6]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers all firms in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in retail trade and are not included in this survey of manufacturers.

Survey Methodology—The statistics in this publication were collected by mail on Bureau of the Census annual Form MA-20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 265 companies. Small firms for which data in the 1977 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel. Data for about 350 of these small firms are estimated based on the 1977 Census of Manufactures and the trend of firms reporting annually.

Reliability of Data—Survey error may result from several sources: (1) inability to obtain information about all cases in the survey, (2) response errors, (3) definitional difficulties, (4) differences in the interpretation of questions, (5) mistakes in recording or coding the data obtained, and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data increases as the percentage of imputation increases. Figures with imputation rates above 15 percent should be used with caution.

Revisions to Previous Period Data—Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Adjustment for Price Change—All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments—The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products—Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid—Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions—Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center—Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Panned—Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others—Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products—All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy—Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serra-

tion, and brittles which frequently contains nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, sour balls.

Chewy Candy—Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy—Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated—Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned—Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type—Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Package Type

Seasonal—Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, coconut cream eggs, Christmas candy canes, Valentine "Heart" boxes.

Year-Round—Packs which are intended for sale all year round.

Regular Size (Loose)—Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multipack)—Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion (Size Loose)—Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion (Size Bagged)—Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size—Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged—Small pieces of candy packaged in bars, jars, boxes, etc. Examples are window boxes, 8-ounces bags of chewy candy, 16-ounces bags of candy corn.

Bulk—Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation (Boxes)—Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Types of Materials

Milk Products—Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils—Includes margarine; hydrogenated shortenings; corn, cottonseed, coconut, soybean and peanut oils; etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as pproximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation—There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Estimated Low-Valued Export and Import Transactions—The import statistics include estimated value data for shipments valued under $251, based on a 1-percent sample. Effective with the statistics for March 1979, the lower limit of the value ranges for estimating data for low-value export shipments has been raised from $251 to $501. For countries other than Canada, effective with the March 1979 statistics, data for shipments valued $501-$999 (formerly $251-$999) are estimated based on a 50-percent sample of such shipments. As in the past, these estimates are combined with data for shipments valued $1,000 and over, which continue to be fully compiled. For Canada, effective with the March 1979 statistics, shipments valued $501-$1,999 ($251-$1,999 prior to March 1979) are estimated, based on a 10-percent sample and are combined with fully compiled data for shipments valued $2,000 and over. For exports to all countries, data for shipments valued under $501 (under $251 prior to March 1979) are also estimated, based on established percentages of individual country totals.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of the U.S. customs territory (the 50 States, the District of Columbia, and Puerto Rico). They do not include movements between the United States and its possessions. Domestic output (shipments) data exclude Puerto Rico and other outlying areas.

HISTORICAL NOTE

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
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RELATED REPORTS

The Bureau of the Census publishes the following related reports:

Series	Frequency	Title
Current Industrial Reports		
M20C	Monthly	*Confectionery*
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	*Annual Survey of Manufactures (ASM)*
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Foreign Trade Reports		
FT 410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT 135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA-20D	Frank Lee	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
Census/ASM	Tom Lee	(301) 763-5152
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Bureau of Industrial Economics	Cornelius F. Kenney	(202) 566-2202

ACKNOWLEDGMENTS

This report was prepared in the Industry Division, Bureau of the Census, under the direction of Carole Ambler, Chief, Current Nondurables Branch, and Doris Pope, Chief, Foods Section. Frank Lee was directly responsible for the review of the data and preparation of the report. Roger H. Bugenhagen, Chief of the Division, and John R. Wikoff, Assistant Chief for Current Industrial Reports, provided overall direction and coordination to this project.

P-23, No. 109

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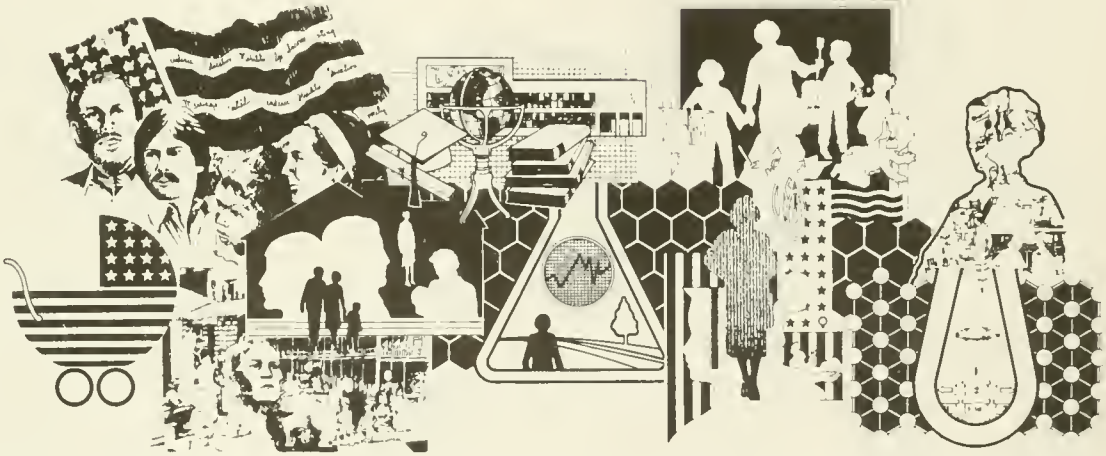

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CURRENT INDUSTRIAL REPORTS

Confectionery

U.S. Department of Commerce
BUREAU OF THE CENSUS

JANUARY 1982
M20C(82)-1
Issued March 1982

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information appears on page 3.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1979 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted
1982		
January	394	405
1981		
December	434	456
November	430	450
October	478	588
September	472	582
August	430	430
July	425	304
June	419	325
May	378	305
April	425	378
March	415	440
February	378	437
January	390	400
1980		
December	384	403
November	411	430
October	411	505
September	404	498
August	373	375
1980--Continued		
July	391	278
June	399	301
May	371	308
April	362	322
March	379	393
February	367	444
January	372	392
1979		
December	380	376
November	388	431
October	387	470
September	378	443
August	386	411
July	359	244
June	344	263
May	341	291
April	369	319
March	327	339
February	318	366
January	361	328

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.
For sale by Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, D.C. 20233, or any U.S. Department of Commerce district office. Postage stamps not acceptable; currency submitted at sender's risk. Remittances from foreign countries must be by international money order or by a draft on a U.S. bank. Price, 25 cents per copy, $3.25 per year.

Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	January 1982		December 1981		January 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	261,766	405,245	297,562	456,513	298,579	400,175
20652, 20662	Chocolate and chocolate-type.....	143,988	293,119	172,130	332,352	173,613	279,171
20653	Nonchocolate type.....	107,831	96,727	113,921	106,807	114,700	108,068
20650 pt.	Confectionery, n.s.k.[1].....	9,947	15,399	11,511	17,354	10,266	12,936

N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: DECEMBER 1981

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery.....	297,562	456,513	4,772	6,628	1.60	1.45	11,734	16,208	886	304,524	466,093	3.9	3.5

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Export	Import
20652	156.2720	156.3020
20653	156.2740	157.1020
20662	157.1020	157.1040
	157.1040	

[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers all firms in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in retail trade and are not included in this survey of manufacturers.

Survey Methodology—The statistics shown in this publication were collected on Bureau of the Census monthly Form M20C, Confectionery, from a sample of approximately 110 firms accounting for 90 percent of total manufacturers' shipments of confectionery products. The universe for this survey is the 1980 annual Survey MA-20D, Confectionery Sales and Distribution. The monthly sample was selected by arraying the annual survey panel in descending order by size for each product category and then choosing a sufficient number (beginning with the largest) to yield a coverage of approximately 90 percent for each product category. Data for the small firms included in the annual survey but not selected for the monthly sample, including firms for which 1977 census of manufactures data were derived from administrative records of other government agencies (generally those with less than five employees), are estimated based on their reported or derived annual level and the month-to-month trends of reporting firms.

Survey Error—Figures for the current month may include estimates for panel members for which reports were not received in time for tabulation. Such missing figures are "imputed" based on month-to-month movements shown by reporting firms. Imputation generally is limited to a maximum of 25 percent for any one data cell. Figures with imputation rates greater than 25 percent are footnoted.

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Adjustment for Price Change—All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

Reporting Period Adjustment—The data are adjusted for the number of working days in the reporting period to compensate for differences in individual company reporting patterns, i.e., calendar month, 4-week, 5-week periods. Since the calendar month accounting system prevails in this industry, adjustments have been made to those reporting on other than a calendar month basis.

Seasonal Adjustment—This report presents seasonally adjusted data in table 1 for total shipments of confectionery. The data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. This seasonal adjustment program is a ratio-to-moving average method. The seasonal adjustment program largely eliminates the effect of seasonal variations (intrayear variations repeated constantly from year to year) within the series. The seasonally adjusted data provide a better measure of the month-to-month variations which are due to factors other than seasonal patterns than do the unadjusted (original) data.

EXPLANATION OF TERMS

Chocolate or Chocolate Type—Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders.

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RELATED REPORTS

An annual Current Industrial Report, MA-20D, *Confectionery,* also is published in this series. The annual report provides detailed information on confectionery by type of product and package and shows revisions in the monthly series for both current and previous year. It also provides a single reference copy to replace the monthly publications.

The Bureau of the Census publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	*Annual Survey of Manufactures (ASM)*
(MC)	Quinquennially	*Census of Manufactures*
Foreign Trade Reports		
FT-410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT-135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACT FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report M20C	John Streeter	(301) 763-7807
Manufacturers' Shipments, Inventories, and Orders	Kathleen Menth	(301) 763-2575
Census/ASM	Tom Lee	(301) 763-5152
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Foreign Trade publication	Juanita Noone	(301) 763-5140
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19	MAINE	003-024-02341-5	$8
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22	MICHIGAN	003-024-02344-0	$12
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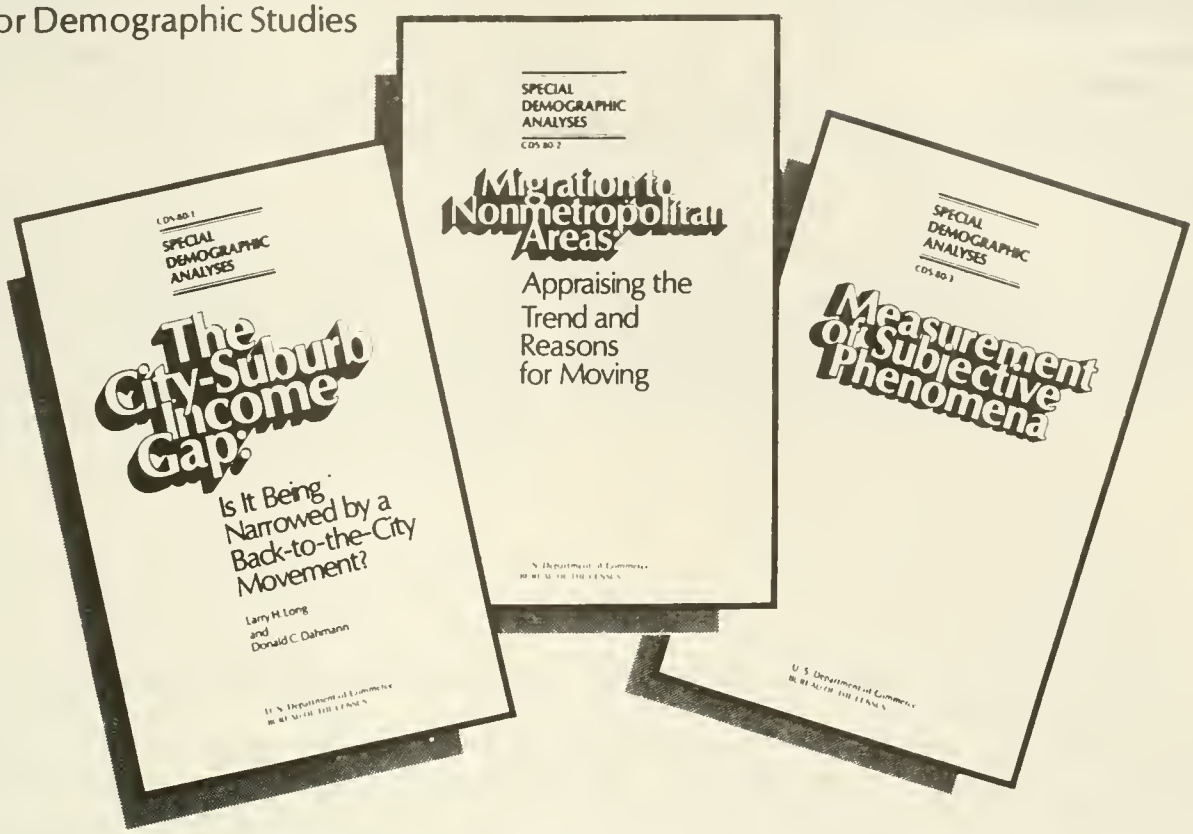

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3. 158:

CURRENT INDUSTRIAL REPORTS

Confectionery

U.S. Department of Commerce
BUREAU OF THE CENSUS

FEBRUARY 1982
M20C(82)-2
Issued April 1982

M 20 C (82) - 2

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primary through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1979 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted
1982		
February	452	504
January	379	389
1981		
December	434	456
November	430	450
October	478	588
September	472	582
August	430	430
July	425	304
June	419	325
May	378	305
April	425	378
March	415	440
February	378	437
January	390	400
1980		
December	384	403
November	411	430
October	411	505
September	404	498
August	373	375
1980--Continued		
July	391	278
June	399	301
May	371	308
April	362	322
March	379	393
February	367	444
January	372	392
1979		
December	380	376
November	388	431
October	387	470
September	378	443
August	386	411
July	359	244
June	344	263
May	341	291
April	369	319
March	327	339
February	318	366
January	361	328

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	February 1982		January 1982		February 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
20652, 20662	Chocolate and nonchocolate confectionery.....	347,774	504,053	257,800	388,948	338,498	461,336
	Chocolate and chocolate-type.....	191,324	355,394	140,317	r276,656	183,613	319,726
20653	Nonchocolate type.....	142,681	128,703	107,536	96,893	144,290	127,170
20650 pt.	Confectionery, n.s.k.[1].....	13,769	19,956	9,947	15,399	10,595	14,440

N.s.k. Not specified by kind. r Revised by 5 percent or more from previously published figures.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JANUARY 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery.....	257,800	388,948	3,940	4,963	1.53	1.28	13,357	17,128	896	267,217	401,113	5.0	4.3

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

3.158:

Confectionery

M 20 C(82)-3

U.S. Department of Commerce
BUREAU OF THE CENSUS

MARCH 1982
M20C(82)-3
Issued May 1982

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primary through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted	Month and year	Seasonally adjusted	Not seasonally adjusted
1982			1981--Continued		
March	452	479	March	415	440
February	429	497	February	378	437
January	379	389	January	390	400
1981			1980		
December	434	456	December	384	403
November	430	450	November	411	430
October	478	588	October	411	505
September	472	582	September	404	498
August	430	430	August	373	375
July	425	304	July	391	278
June	419	325	June	399	301
May	378	305	May	371	308
April	425	378	April	362	322
			March	379	393
			February	367	444
			January	372	392

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	March 1982		February 1982		March 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
20652, 20662	Chocolate and nonchocolate confectionery.....	345,860	478,629	342,044	496,631	335,291	462,657
	Chocolate and chocolate-type.....	193,331	337,790	189,793	351,569	193,573	323,292
20653	Nonchocolate type.....	138,837	121,889	138,709	125,399	131,392	125,117
20650 pt.	Confectionery, n.s.k.[1].....	13,692	18,950	13,542	19,663	10,326	14,248

N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: FEBRUARY 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652, 20653, 20662	Confectionery.....	342,044	496,631	3,503	4,593	1.02	0.92	7,738	9,906	492	346,279	501,944	2.23	1.97

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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3.158:
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CURRENT INDUSTRIAL REPORTS

Confectionery

U.S. Department of Commerce
BUREAU OF THE CENSUS

APRIL 1982

M20C(82)-4
Issued June 1982

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primary through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted	Month and year	Seasonally adjusted	Not seasonally adjusted
1982			1981--Continued		
April	423	376	March	415	440
March	448	475	February	378	437
February	429	497	January	390	400
January	379	389			
1981			1980		
December	434	456	December	384	403
November	430	450	November	411	430
October	478	588	October	411	505
September	472	582	September	404	498
August	430	430	August	373	375
July	425	304	July	391	278
June	419	325	June	399	301
May	378	305	May	371	308
April	425	378	April	362	322
			March	379	393
			February	367	444
			January	372	392

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	April 1982		March 1982		April 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	275,032	375,554	340,319	475,392	294,927	398,108
20652 20662	Chocolate and chocolate-type.....	138,012	247,768	190,868	334,720	160,528	265,521
20653	Nonchocolate type.....	126,131	112,917	135,977	121,850	123,152	119,175
20650 pt.	Confectionery, n.s.k.[1].....	10,889	14,869	13,474	18,822	9,103	12,612

N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MARCH 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	340,319	475,392	4,315	5,672	1.3	1.2	10,268	12,091	671	346,272	481,811	3.0	2.5

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA import codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Imports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 to 1982

(Millions of dollars)

Month and Year	Seasonally adjusted	Not seasonally adjusted	Month and Year	Seasonally adjusted	Not seasonally adjusted
1982			1981--Continued		
May	414	334	April	423	376
April	429	382	March	413	438
March	448	475	February	377	436
February	429	497	January	388	398
January	379	389			
1981			1980		
			December	384	403
December	434	456	November	411	430
November	430	450	October	411	505
October	478	588	September	404	498
September	472	582	August	373	375
August	430	430	July	391	278
July	422	302			
			June	399	301
June	416	322	May	371	308
May	376	303	April	362	322

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of Product	May 1982		April 1982		May 1981		April 1981	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Valu
	Chocolate and nonchocolate confectionery.....	257,277	334,251	279,223	382,282	232,847	303,159	278,706	376,21
20652 20662	Chocolate and chocolate-type.....	131,333	219,422	142,512	254,355	124,003	193,921	151,699	259,91
20653	Nonchocolate type.....	115,758	101,595	125,656	112,791	101,444	99,545	116,379	112,62
20650 pt.	Confectionery, n.s.k.[1].....	10,186	13,234	11,055	15,136	7,400	9,693	10,628	12,67

		March 1981		February 1981		January 1981	
		Quantity	Value	Quantity	Value	Quantity	Valu
	Chocolate and nonchocolate confectionery.....	317,185	437,673	319,880	436,424	298,579	398,17
20652 20662	Chocolate and chocolate-type.....	182,723	305,834	173,698	302,461	173,613	279,17
20653	Nonchocolate type.....	124,297	118,361	136,498	120,303	114,700	106,06
20650 pt.	Confectionery, n.s.k.[1].....	10,165	13,478	9,684	13,660	10,266	12,93

N.s.k. Not specified by kind.
[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: APRIL 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of Domestic Merchandise[2]		Percent exports to manufacturers' shipments		Imports for Consumption[3]		Calculated import duty	Apparent consumption[5]		Percent i to appar consumpt
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity
20652 20653 20662	Confectionery.....	279,223	382,282	4,306	5,456	1.54	1.43	7,457	17,477	480	282,374	394,303	2.64

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtacting exports from the total of manufacturers' shipments plus imports.

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CURRENT INDUSTRIAL REPORTS

Confectionery

U.S. Department of Commerce
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Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 to 1982

(Millions of dollars)

Month and Year	Seasonally adjusted	Not seasonally adjusted	Month and Year	Seasonally adjusted	Not seasonally adjusted
1982			1981--Continued		
June	453	351	May	376	303
May	411	331	April	423	376
April	429	382	March	413	438
March	448	475	February	377	436
February	429	497	January	388	398
January	379	389			
1981			1980		
December	434	456	December	384	403
November	430	450	November	411	430
October	478	588	October	411	505
September	472	582	September	404	498
August	430	430	August	373	375
July	422	302	July	391	278
June	416	322	June	399	301
			May	371	308

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of Product	June 1982		May 1982		June 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	277,516	351,378	258,251	331,144	247,023	322,258
20652 20662	Chocolate and chocolate-type.....	131,633	215,758	130,482	215,949	130,109	202,205
20653	Nonchocolate type.....	134,793	121,577	117,583	101,961	107,864	107,888
20650 pt.	Confectionery, n.a.k.[1].....	11,090	14,043	10,186	13,234	9,050	12,165

N.s.k. Not specified by kind.
[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: MAY 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of Domestic Merchandise[2]		Percent exports to manufacturers' shipments		Imports for Consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	258,251	331,144	3,962	4,655	1.53	1.40	9,644	10,454	547	263,933	336,943	3.65	3.10

[1]Comparison of SIC codes (domestic output), Schedule B export codes; and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtacting exports from the total of manufacturers' shipments plus imports.

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M20C(82)-7

Confectionery

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JULY 1982

M20C(82)-7
Issued September 1982

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 TO 1982

(Millions of dollars)

Month and Year	Seasonally adjusted	Not seasonally adjusted	Month and Year	Seasonally adjusted	Not seasonally adjusted
1982			1981--Continued		
July	472	338	May	376	303
			April	423	376
June	456	353	March	413	438
May	411	331	February	377	436
April	429	382	January	388	398
March	448	475			
February	429	497			
January	379	389	1980		
1981			December	384	403
			November	411	430
December	434	456	October	411	505
November	430	450	September	404	498
October	478	588	August	373	375
September	472	582	July	391	278
August	430	430			
July	422	302			
			June	399	301
June	416	322	May	371	308

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of Product	July 1982		June 1982		July 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	261,050	338,299	278,136	352,559	233,527	301,670
20652 20662	Chocolate and chocolate-type.....	137,465	223,665	132,885	216,920	128,275	195,316
20653	Nonchocolate type.....	113,166	101,113	134,152	121,549	96,471	94,755
20650 pt.	Confectionery, n.s.k.[1].....	10,419	13,521	11,099	14,090	8,791	11,599

N.s.k. Not specified by kind.
[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JUNE 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	278,136	352,559	3,877	4,705	1.39	1.33	10,406	11,519	578	284,665	359,373	3.66	3.21

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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JANUARY TO AUGUST 1982

M20C(82)-8
Issued November 1982

This report includes revised data for January through August 1982. These revisions are based on an adjustment of the monthly estimates to annual benchmark levels. This latter series is published as Current Industrial Report MA-20D, *Confectionery, Including Chocolate Products.* In the annual series, detached data are shown by product type and package type.

The monthly seasonal adjusted data, as shown in Table 1 for January 1980 through August 1982, are revised based on revised factors. Data were seasonally adjusted using the X-11 variant of the Bureau of the Census Method II seasonal adjustment program. Additional information concerning seasonal adjustment is available in the seasonal adjustment supplement issued in this series. Table 4 shows the seasonal factors used for January 1980 through August 1982 and the seasonal factors one year ahead.

A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted	Month and year	Seasonally adjusted	Not seasonally adjusted
1982			1981--Continued		
August	470	478	April	427	384
July	472	330	March	423	447
			February	397	445
June	459	360	January	407	406
May	449	338			
April	434	390			
March	445	486	1980		
February	454	507			
January	415	397	December	392	407
			November	412	433
1981			October	394	509
			September	393	502
December	446	466	August	378	378
November	427	460	July	393	280
October	473	601			
September	462	594	June	405	303
August	441	439	May	387	310
July	430	308	April	362	324
			March	384	396
June	424	329	February	379	447
May	406	309	January	383	395

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE AND BY MONTH: 1982 (REVISED)

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	August 1982		July 1982		June 1982		May 1982	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery:								
	As published	(X)	(X)	261,050	338,299	278,136	352,559	252,451	331,144
	As revised	357,648	477,519	240,549	330,219	269,537	359,965	250,163	338,168
20652 20662	Chocolate and chocolate-type:								
	As published	(X)	(X)	137,465	223,665	132,885	216,920	130,482	215,949
	As revised	184,677	307,376	126,219	216,191	127,383	220,883	125,080	219,894
20653	Nonchocolate type:								
	As published	(X)	(X)	113,166	101,113	134,152	121,549	117,583	101,961
	As revised	157,330	148,935	103,810	99,362	130,366	123,095	114,265	103,258
20650 pt.	Confectionery, n.s.k.:[1]								
	As published	(X)	(X)	10,419	13,521	11,099	14,090	10,186	13,234
	As revised	15,641	21,208	10,520	14,666	11,788	15,987	10,818	15,016
		April 1982		March 1982		February 1982		January 1982	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery:								
	As published	279,223	382,282	340,319	475,392	342,044	496,631	257,880	388,948
	As revised	270,463	390,401	329,416	485,591	331,113	507,295	249,574	397,306
20652 20662	Chocolate and chocolate-type:								
	As published	142,512	254,355	190,868	334,720	189,793	351,569	140,317	276,656
	As revised	136,612	259,001	182,966	340,835	181,935	357,991	134,508	281,709
20653	Nonchocolate type:								
	As published	125,656	112,791	135,977	121,850	138,709	125,399	107,536	96,893
	As revised	122,110	114,226	132,140	123,400	134,795	126,994	104,501	98,125
20650 pt.	Confectionery, n.s.k.:[1]								
	As published	11,055	15,136	13,474	18,822	13,542	19,663	9,947	15,399
	As revised	11,741	17,174	14,310	21,356	14,383	22,310	10,565	17,472

N.s.k. Not specified by kind. (X) Not applicable.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: JULY 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	240,549	330,219	3,146	6,205	1.31	1.88	8,788	9,080	510	246,191	333,094	3.57	2.73

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

Table 4. MANUFACTURERS' NET SALES OF CONFECTIONERY, FINAL COMBINED FACTORS: JANUARY 1980 TO AUGUST 1982, AND ONE YEAR AHEAD

(Seasonals combined with final trading day and/or prior monthly factors)

Year	January	February	March	April	May	June	July	August	September	October	November	December
1980.....	103.206	117.887	103.234	89.523	80.099	74.872	71.173	99.891	127.866	129.287	105.093	103.734
1981.....	99.797	112.181	105.708	89.907	76.200	77.669	71.655	99.574	128.702	126.932	107.702	104.545
1982.....	95.733	111.785	109.226	89.805	73.307	78.460	69.848	101.760	(X)	(X)	(X)	(X)
ONE YEAR AHEAD												
1982.....	(X)	(X)	(X)	(X)	(X)	(X)	(X)	(X)	129.946	122.519	111.100	104.440
1983.....	95.241	111.686	110.725	86.735	76.887	79.360	67.303	104.751	(X)	(X)	(X)	(X)

(X) Not applicable.

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SEPTEMBER 1982
M20C(82)-9
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The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted	Month and year	Seasonally adjusted	Not seasonally adjusted
1982			1981--Continued		
September	466	605	April	427	384
August	469	491	March	423	447
July	472	330	February	397	445
June	459	360	January	407	406
May	449	338			
April	434	390	1980		
March	445	486			
February	454	507			
January	415	397	December	392	407
			November	412	433
1981			October	394	509
			September	393	502
December	446	466	August	378	378
November	427	460	July	393	280
October	473	601			
September	462	594	June	405	303
August	441	439	May	387	310
July	430	308	April	362	324
			March	384	396
June	424	329	February	379	447
May	406	309	January	383	395

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of Product	September 1982		August 1982		September 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	425,203	604,993	353,131	490,502	416,441	594,301
20652 20662	Chocolate and chocolate-type.....	236,820	415,983	184,353	318,779	233,790	409,580
20653	Nonchocolate type.....	169,787	162,140	153,334	149,938	165,011	159,214
20650 pt.	Confectionery, n.s.k.[1].....	18,596	26,870	15,444	21,785	17,640	25,507

N.s.k. Not specified by kind.
[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: AUGUST 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	353,131	490,502	3,281	4,394	0.93	0.90	12,136	12,773	703	361,986	498,881	3.35	2.56

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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OCTOBER 1982

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The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted
1982		
October	467	572
September	468	608
August	469	491
July	472	330
June	459	360
May	449	338
April	434	390
March	445	486
February	454	507
January	415	397
1981		
December	446	466
November	427	460
October	473	601
September	462	594
August	441	439
July	430	308
June	424	329
May	406	309
1981--Continued		
April	427	384
March	423	447
February	397	445
January	407	406
1980		
December	392	407
November	412	433
October	394	509
September	393	502
August	378	378
July	393	280
June	405	303
May	387	310
April	362	324
March	384	396
February	379	447
January	383	395

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Frank Lee, (301) 763-7807.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	October 1982		September 1982		October 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	387,101	572,203	428,411	607,987	413,060	600,920
20652 20662	Chocolate and chocolate-type.....	213,627	389,242	238,385	417,813	227,593	407,025
20653	Nonchocolate type.....	156,545	154,086	171,290	163,171	167,900	167,893
20650 pt.	Confectionery, n.s.k.[1].....	16,929	28,875	18,736	27,003	17,567	26,002

N.s.k. Not specified by kind.
[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: SEPTEMBER 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	428,411	607,987	4,755	6,615	1.11	1.09	13,381	16,480	855	437,037	617,852	3.06	2.67

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

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M 20 C(82)-11

CURRENT INDUSTRIAL REPORTS

Confectionery

NOVEMBER 1982

U.S. Department of Commerce
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M20C(82)-11
Issued January 1983

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1980 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted
1982		
November	453	503
October	465	570
September	468	608
August	469	491
July	472	330
June	459	360
May	449	338
April	434	390
March	445	486
February	454	507
January	415	397
1981		
December	446	466
November	427	460
October	473	601
September	462	594
August	441	439
July	430	308
June	424	329
May	406	309
1981--Continued		
April	427	384
March	423	447
February	397	445
January	407	406
1980		
December	392	407
November	412	433
October	394	509
September	393	502
August	378	378
July	393	280
June	405	303
May	387	310
April	362	324
March	384	396
February	379	447
January	383	395

Note: The data shown in tables 1 and 2 of this report include from 15 to 25 percent estimation for nonresponse and for small establishments excluded from the panel.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	November 1982		October 1982		November 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	335,008	503,280	390,414	569,488	303,779	460,057
20652 20662	Chocolate and chocolate-type.....	191,120	361,861	214,659	389,361	163,207	317,924
20653	Nonchocolate type.....	129,237	119,067	158,681	154,834	127,434	121,965
20650 pt.	Confectionery, n.s.k.[1].....	14,651	22,352	17,074	25,293	13,138	20,168

N.s.k. Not specified by kind.
[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: OCTOBER 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery.....	390,414	569,488	5,570	7,541	1.43	1.32	13,410	19,115	1,011	398,254	581,062	3.37	3.29

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

3.158:
M 20 c(82)-12

CURRENT INDUSTRIAL REPORTS

Confectionery

DECEMBER 1982

U.S. Department of Commerce
BUREAU OF THE CENSUS

M20C(82)-12
Issued February 1983

The statistics in this publication are based on a survey of manufacturer-wholesalers which sell primarily to wholesalers or retailers, chocolate manufacturers, and manufacturer-retailers which sell primarily through their own retail outlets and represent total U.S. sales of confectionery by manufacturing establishments. Estimates are included for companies whose reports were not received in time for tabulation. A description of the survey methodology and related information may be found in the January 1982 report, M20C(82)-1, issued March 1982.

NOTICE

This survey has been conducted by the Bureau of the Census with substantial sponsorship of the National Confectioners Association (NCA). Effective with the publication of this report, NCA has elected to terminate its sponsorship. The related annual report MA20D, *Confectionery,* which provides more detailed product information, will continue to be published.

Table 1. SUMMARY OF UNITED STATES MANUFACTURERS' TOTAL SHIPMENTS OF CONFECTIONERY: 1981 TO 1982

(Millions of dollars)

Month and year	Seasonally adjusted	Not seasonally adjusted	Month and year	Seasonally adjusted	Not seasonally adjusted
1982			1981		
December	449	469	December	446	466
November	459	510	November	427	460
October	465	570	October	473	601
September	468	608	September	462	594
August	469	491	August	441	439
July	472	330	July	430	308
June	459	360	June	424	329
May	449	338	May	406	309
April	434	390	April	427	384
March	445	486	March	423	447
February	454	507	February	397	445
January	415	397	January	407	406

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Frank Lee, (301) 763-7807.

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Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY MANUFACTURERS, BY TYPE

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	December 1982		November 1982		December 1981	
		Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery.....	303,849	469,162	340,872	509,502	287,950	466,290
20652 20662	Chocolate and chocolate-type.....	179,578	335,198	191,811	363,200	165,029	338,426
20653	Nonchocolate type.....	110,983	113,127	134,154	123,673	110,701	108,171
20650 pt.	Confectionery, n.s.k.[1].....	13,288	20,837	14,907	22,629	12,220	19,693

N.s.k. Not specified by kind.
[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY: DECEMBER AND NOVEMBER 1982

(Quantity in thousands of pounds; value and calculated import duty in thousands of dollars)

Product code	Item	Manufacturers' shipments[1]		Export of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Calculated import duty	Apparent consumption[5]		Percent imports to apparent consumption	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]		Quantity	Value	Quantity	Value
	DECEMBER													
20652 20653 20662	Confectionery.....	303,849	469,162	3,860	5,524	1.27	1.18	14,860	17,871	959	314,849	481,509	4.72	3.7
	NOVEMBER													
20652 20653 20662	Confectionery.....	340,872	509,502	5,578	8,153	1.64	1.60	17,260	22,516	1,209	352,554	523,865	4.90	4.3

[1]Comparison of SIC codes (domestic output), Schedule B export codes, and TSUSA codes is shown in the January 1982 report, M20C(82)-1, issued March 1982.
[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Exports for Consumption.
[4]Imports equal cost, insurance, and freight (c.i.f.) value plus calculated import duty.
[5]Apparent consumption represents new domestic supply and is derived by subtracting exports from the total of manufacturers' shipments plus imports.

C.158:
MA 20 D (82)-1/CH.

Confectionery

U.S. Department of Commerce
BUREAU OF THE CENSUS

1982
MA20D(82)-1
Issued October 1983

CHANGE SHEET

The Per capital consumption for 1981 and 1982 have been revised to read as shown below.

DEPOSIT

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1982 AND 1981

(In million)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1982	3,790	5,582	16.7
1981	3,630	5,171	16.1

[1]Production plus imports minus exports (see table 9) divided by population, including Armed Forces abroad, as of July 1, 1982.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 915 (July 1, 1982 population was 232,057,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.
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1982
MA20D(82)-1
Issued August 1983

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1982 was $5,582.5 million compared to $5,171.4 million in 1981, an increase of 8.0 percent. The value of chocolate and chocolate type confectionery increased 7.6 percent; the value of nonchocolate confectionery rose 8.8 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 4.1 percent, while the quantity of nonchocolate confectionery increased by 4.8 percent.

A description of the survey methodology and other related information appears on page 10.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1972 to 1982

(In million)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1982	3,790	5,582	16.3
1981	3,630	5,171	15.8
1980	3,488	4,684	15.7
1979	3,673	4,281	16.6
1978	3,588	3,847	16.5
1977	3,700	3,675	17.1
1976	3,467	2,912	16.4
1975	3,357	2,830	16.0
1974	3,651	2,771	17.7
1973	3,807	2,141	18.5
1972	3,793	1,976	18.7

[1]Production plus imports minus exports (see table 9) divided by population, including Armed Forces abroad, as of July 1, 1982.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 915 (July 1, 1982 population was 232,057,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.

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Table 2. COMPARISON OF ANNUAL SURVEY OF MANUFACTURERS AND CIR

(Quantity in millions of pounds; value in millions of dollars)

Product code	Type of product	1982 MA-20D		1981 MA-20D		1981 Annual Survey of Manufactures (value)
		Quantity	Value	Quantity	Value	
	Total confectionery.....	3,790.3	5,582.5	3,629.9	5,171.4	(NA)
20652 20662	Chocolate and chocolate type....	2,078.1	3,786.0	1,996.7	3,517.9	3,547.6
20653	Nonchocolate type.....	1,560.1	1,572.5	1,489.1	1,446.0	1,527.9
20650 pt.	Confectionery, n.s.k.[1].....	152.1	224.0	144.1	207.5	(NA)

(NA) Not available. N.s.k. Not specified by kind. pt. Part

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1982 AND 1981

(Quantity in thousands of pounds; value in thousands of dollars)

Product	1982		1981	
	Quantity	Value	Quantity	Value
Total shipments.....	3,790,326	5,582,490	3,629,913	5,171,445
Chocolate and chocolate-type confectionery... ...	2,078,142	3,785,969	1,996,698	3,517,885
Solid.....	226,098	440,747	214,899	407,831
Solid with inclusions.....	171,440	403,087	159,398	368,096
Enrobed or molded:				
With candy, fruit, or nut center.....	988,562	1,693,605	973,433	1,592,942
With bakery product center.....	119,444	228,456	110,279	208,868
Panned.....	364,573	616,739	340,731	562,256
Assortments and other.....	183,414	358,498	188,372	361,003
Chocolate type, n.s.k.....	24,611	44,837	9,586	16,889
Nonchocolate-type confectionery.....	1,560,098	1,572,536	1,489,098	1,446,032
Hard candy.....	497,544	622,165	486,904	580,483
Chewy candy.....	269,454	261,093	300,999	285,329
Soft candy.....	435,174	335,966	413,066	302,789
Iced coated.....	21,700	28,913	9,589	14,616
Panned.....	242,047	256,624	179,064	183,750
Licorice and licorice type.....	87,400	60,926	94,269	74,010
Nonchocolate type, n.s.k.....	6,779	6,849	5,207	5,055
Confectionery, n.s.k.[1].....	152,086	223,985	144,117	207,528

N.s.k. Not specified by kind.

[1]See table 2, footnote 1.

Table 4A. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1982

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded		Panned	Assortments and other	Type of confectionery, n.s.k.
				With candy, fruit, or nut center	With bakery product center			
Total:[1]								
Quantity	2,078,142	226,098	171,440	988,562	119,444	364,573	183,414	24,611
Value	3,785,969	440,747	403,087	1,693,605	228,456	616,739	358,498	44,837
Seasonal packages:								
Quantity	160,048	62,297	1,719	54,933	5,691	14,940	20,468	(X)
Value	344,494	134,887	5,218	113,536	12,008	20,497	58,348	(X)
Regular size (loose):								
Quantity	802,513	33,737	90,137	468,792	(D)	(D)	2,851	(X)
Value	1,388,365	75,696	207,370	738,994	(D)	(D)	6,698	(X)
Regular size (multipack):								
Quantity	203,077	(D)	24,226	121,544	(D)	(D)	(D)	(X)
Value	359,898	(D)	56,463	191,014	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	21,832	(D)	(D)	(D)	-	-	(D)	(X)
Value	39,846	(D)	(D)	(D)	-	-	(D)	(X)
Reduced portion (bagged):								
Quantity	162,397	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	314,220	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	114,868	(D)	36,950	25,529	(D)	(D)	-	(X)
Value	224,136	(D)	87,048	38,884	(D)	(D)	-	(X)
Package:								
Quantity	341,970	49,269	(D)	88,946	5,697	141,871	(D)	(X)
Value	572,808	97,337	(D)	150,429	10,735	240,238	(D)	(X)
Bulk:								
Quantity	129,479	40,080	4,112	32,226	165	9,352	43,544	(X)
Value	158,304	38,758	9,144	59,603	317	13,808	36,674	(X)
Presentation boxes:								
Quantity	117,347	(D)	2,443	63,381	(D)	(D)	39,364	(X)
Value	339,061	(D)	8,475	161,276	(D)	(D)	139,119	(X)
Package type, n.s.k.:[1]								
Quantity	24,611	(X)	(X)	(X)	(X)	(X)	(X)	24,611
Value	44,837	(X)	(X)	(X)	(X)	(X)	(X)	44,837

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1]See table 2, footnote 1.

Table 4B. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1981

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded		Panned	Assortments and other	Type of confectionery, n.s.k.
				With candy, fruit, or nut center	With bakery product center			
Total:[1]								
Quantity	1,996,698	214,899	159,398	973,433	110,279	340,731	188,372	9,586
Value	3,517,885	407,831	368,096	1,592,942	208,868	562,256	361,003	16,889
Seasonal packages:								
Quantity	157,698	56,285	3,325	50,074	7,890	15,239	24,885	(X)
Value	333,992	122,684	9,090	90,199	15,887	25,306	70,826	(X)
Regular size (loose):								
Quantity	777,091	30,506	r85,942	468,373	(D)	118,505	(D)	(X)
Value	1,301,255	71,105	r195,755	702,268	(D)	195,600	(D)	(X)
Regular size (multipack):								
Quantity	162,454	(D)	12,210	106,125	(D)	(D)	(D)	(X)
Value	261,284	(D)	27,938	153,167	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	17,328	(D)	(D)	10,028	(D)	-	(D)	(X)
Value	31,189	(D)	(D)	16,695	(D)	-	(D)	(X)
Reduced portion (bagged):								
Quantity	186,163	(D)	(D)	146,207	(D)	(D)	(D)	(X)
Value	330,630	(D)	(D)	245,083	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	116,125	17,877	37,891	26,634	(D)	(D)	(D)	(X)
Value	229,290	38,631	89,155	41,857	(D)	(D)	(D)	(X)
Package:								
Quantity	311,376	46,020	(D)	69,450	3,360	140,592	(D)	(X)
Value	525,778	89,862	(D)	129,727	6,786	228,559	(D)	(X)
Bulk:								
Quantity	133,123	r44,163	r6,111	30,192	189	9,696	42,772	(X)
Value	160,213	r37,283	r12,075	60,069	317	14,786	35,683	(X)
Presentation boxes:								
Quantity	125,754	(D)	1,954	66,350	(D)	(D)	44,421	(X)
Value	327,365	(D)	6,694	153,877	(D)	(D)	135,151	(X)
Package type, n.s.k.:[1]								
Quantity	9,586	(X)	(X)	(X)	(X)	(X)	(X)	9,586
Value	16,889	(X)	(X)	(X)	(X)	(X)	(X)	16,889

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. rRevised.
(X) Not applicable.

[1]See table 2, footnote 1.

Table 5A. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1982

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery, n.s.k.
Total:[1]								
Quantity	1,560,098	497,544	269,454	435,174	21,700	242,047	87,400	6,779
Value	1,572,536	622,165	261,093	335,966	28,913	256,624	60,926	6,849
Seasonal packages:								
Quantity	275,452	122,853	45,761	50,652	(D)	55,310	(D)	(X)
Value	271,304	145,559	40,101	44,322	(D)	40,224	(D)	(X)
Regular size (loose):								
Quantity	327,712	106,381	64,704	42,547	1,718	78,052	34,310	(X)
Value	439,423	184,727	72,162	54,453	2,119	103,517	22,445	(X)
Regular size (multipack):								
Quantity	81,123	9,437	(D)	4,029	(D)	(D)	(D)	(X)
Value	69,967	17,696	(D)	3,884	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	3,785	-	(D)	(D)	-	-	(D)	(X)
Value	4,059	-	(D)	(D)	-	-	(D)	(X)
Reduced portion (bagged):								
Quantity	26,110	9,461	9,858	(D)	(D)	2,531	(D)	(X)
Value	29,320	11,001	10,098	(D)	(D)	2,632	(D)	(X)
Large/giant size:								
Quantity	11,273	(D)	875	(D)	-	(D)	(D)	(X)
Value	11,101	(D)	1,238	(D)	-	(D)	(D)	(X)
Package:								
Quantity	548,566	158,741	49,877	272,641	3,585	37,876	25,846	(X)
Value	489,283	181,423	53,180	181,493	6,416	45,860	20,911	(X)
Bulk:								
Quantity	268,058	82,617	47,561	59,676	(D)	45,545	(D)	(X)
Value	224,426	66,739	43,593	44,157	(D)	44,763	(D)	(X)
Presentation boxes:								
Quantity	11,240	(D)	(D)	1,008	(D)	(D)	-	(X)
Value	26,804	(D)	(D)	3,267	(D)	(D)	-	(X)
Package type, n.s.k.:[1]								
Quantity	6,779	(X)	(X)	(X)	(X)	(X)	(X)	6,779
Value	6,849	(X)	(X)	(X)	(X)	(X)	(X)	6,849

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1]See table 2, footnote 1.

Table 5B. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1981

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery, n.s.k.
Total:[1]								
Quantity	1,489,098	486,904	300,999	413,066	9,589	179,064	94,269	5,207
Value	1,446,032	580,483	285,329	302,789	14,616	183,750	74,010	5,055
Seasonal packages:								
Quantity	261,615	120,097	41,011	52,698	593	46,000	1,216	(X)
Value	250,380	135,474	34,447	46,488	812	32,177	982	(X)
Regular size (loose):								
Quantity	330,430	94,590	r86,310	43,982	689	73,735	31,124	(X)
Value	423,497	175,538	90,290	39,702	978	86,461	30,528	(X)
Regular size (multipack):								
Quantity	r44,641	8,190	(D)	2,537	(D)	(D)	(D)	(X)
Value	r47,395	18,706	(D)	2,658	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	(D)	(D)	(D)	(D)	-	(D)	(D)	(X)
Value	(D)	(D)	(D)	(D)	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	15,318	10,032	4,863	216	(D)	(D)	(D)	(X)
Value	18,337	12,828	4,966	252	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	9,883	2,334	(D)	(D)	-	(D)	(D)	(X)
Value	10,523	3,331	(D)	(D)	-	(D)	(D)	(X)
Package:								
Quantity	575,021	r173,578	83,691	243,899	r4,586	30,322	38,945	(X)
Value	476,047	r166,488	r77,383	161,363	r7,045	36,215	27,553	(X)
Bulk:								
Quantity	235,190	r74,415	50,806	65,350	3,016	25,505	16,098	(X)
Value	186,854	57,077	46,295	45,508	3,690	24,745	9,539	(X)
Presentation boxes:								
Quantity	(D)	(D)	(D)	1,308	(D)	-	-	(X)
Value	(D)	(D)	(D)	4,193	(D)	-	-	(X)
Package type, n.s.k.:[1]								
Quantity	5,207	(X)	(X)	(X)	(X)	(X)	(X)	5,207
Value	5,055	(X)	(X)	(X)	(X)	(X)	(X)	5,055

- Represents zero. (D) Withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. rRevised. (X) Not applicable.

[1]See table 2, footnote 1.

Table 6. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1982 AND 1981

(Thousands of dollars)

Type of customer	1982	1981
Total sales[1]	5,696,033	5,267,865
Merchant wholesalers	2,410,749	1,970,024
Grocery store chains, retail	1,091,153	1,263,573
Drug store chains, retail	528,122	486,256
General merchandise stores (department and variety stores)	647,430	615,483
Manufacturers own retail stores	211,058	193,999
Government/military	89,206	r85,937
Other, including export	482,804	435,259
Resales[1]	113,543	96,420
Type of outlet, n.s.k.	235,511	217,334

N.s.k. Not specified by kind. rRevised.

[1]Resales are not included in the summation as they are already included in the detail.

Table 7. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1982 AND 1981

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1982		1981	
	Pounds	Dollars	Pounds	Dollars
Total materials consumed	(X)	2,347,880	(X)	2,603,464
Cocoa beans	243,541	251,757	245,286	277,576
Sugar (cane-beet)	1,449,808	387,918	1,425,954	480,792
Corn syrup	897,040	103,162	907,889	129,445
Cocoa butter	121,264	291,006	145,599	335,094
Chocolate coatings:				
Milk	186,583	220,775	181,794	224,921
Other	93,782	110,149	64,068	66,323
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	24,425	15,413	22,847	15,495
Milk products	(X)	258,736	(X)	261,077
Fats and oils	101,638	51,876	97,504	53,186
Peanuts, shelled basis	258,586	161,687	233,121	213,299
Coconut meat	20,430	10,188	18,738	12,574
Almond kernels	30,539	40,335	28,663	54,849
Other nuts and nut meats	15,622	30,157	12,502	r27,101
Other edible materials[1]	(X)	199,060	(X)	214,425
Materials, n.s.k.	(X)	213,862	(X)	237,307

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1977 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. rRevised. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 8A. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE AND BY MONTH 1982 REVISED

(Quantity in thousands of pounds; value in thousands of dollars)

Product code	Type of product	January		February		March		April		May		June	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery:												
	As published	249,574	397,306	331,113	507,295	329,416	485,591	270,463	390,401	250,163	338,168	269,537	359,965
	As revised	251,778	406,180	334,130	518,686	332,484	496,560	272,526	399,755	252,029	346,411	271,291	369,209
20652 20662	Chocolate and chocolate-type:												
	As published	134,508	281,709	181,935	357,991	182,966	340,835	136,612	259,001	125,080	219,894	127,383	220,883
	As revised	138,141	286,639	186,849	364,256	187,908	346,799	140,302	263,533	128,458	223,742	130,823	224,748
20653	Nonchocolate type:												
	As published	104,501	98,125	134,795	126,994	132,140	123,400	122,110	114,226	114,265	103,258	130,366	123,095
	As revised	103,814	103,338	133,908	133,741	131,271	129,956	121,307	120,295	113,513	108,744	129,508	129,635
20650 pt.	Confectionery, n.s.k.:												
	As published	10,565	17,472	14,383	22,310	14,310	21,356	11,741	17,174	10,818	15,016	11,788	15,987
	As revised	9,823	16,203	13,373	20,689	13,305	19,805	10,917	15,927	10,058	13,925	10,960	14,826

		July		August		September		October		November		December	
		Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value
	Chocolate and nonchocolate confectionery:												
	As published	240,549	330,219	353,131	490,502	428,411	607,987	390,414	569,488	340,872	509,502	303,849	469,162
	As revised	242,536	338,216	356,016	502,465	432,407	622,007	393,969	582,691	344,124	520,785	307,036	479,525
20652 20662	Chocolate and chocolate-type:												
	As published	126,219	216,191	184,353	318,779	238,385	417,813	214,659	389,361	191,811	363,200	179,579	335,198
	As revised	129,628	219,974	189,332	324,358	244,824	425,125	220,457	396,175	196,992	369,556	184,428	341,064
20653	Nonchocolate type:												
	As published	103,810	99,362	153,334	149,938	171,290	163,171	158,681	154,834	134,154	123,673	110,983	113,127
	As revised	103,127	104,641	152,325	157,904	170,163	171,840	157,637	163,060	133,272	130,244	110,253	119,138
20650 pt.	Confectionery, n.s.k.:												
	As published	10,520	14,666	15,444	21,785	18,736	27,003	17,074	25,293	14,907	22,629	13,289	20,837
	As revised	9,781	13,601	14,359	20,203	17,420	25,042	15,875	23,456	13,860	20,985	12,355	19,323

Table 8B. VALUE OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS, BY MONTH: 1982 AND 1981

(Millions of dollars; not seasonally adjusted)

Month	1982	1981
Total	5,582	5,171
January	406	405
February	519	444
March	497	445
April	400	383
May	346	308
June	369	328
July	338	307
August	502	438
September	622	592
October	583	599
November	521	458
December	479	464

Table 9. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1982 AND 1981

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Item	Year	Manufacturers shipments		Exports of domestic merchandise[2]			Percent exports to manufacturers' shipments		Imports for consumption[4]		Apparent consumption[6]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Estimated producer's value[3]	Quantity	Value	Quantity	Value[5]	Quantity	Value	Quantity	Value
20652	Confectionery	1982	3,790,326	5,582,490	51,034	68,035	57,476	1.3	1.2	138,709	161,881	3,879,001	5,676,336	3.6	2.9
20653															
20662		1981	3,629,913	5,171,445	48,910	61,435	51,900	1.3	1.2	121,703	145,139	3,702,706	5,255,149	3.3	2.8

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export codes, and TSUSA import codes is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census report EM 522, U.S. Exports.

[3]These values were derived by use of adjustment factors to exclude freight, insurance, and other charges increased in moving goods to the port of export. This adjustment is made to convert the value to an approximation of the producers value of exported goods. Current adjustment factors (0.8448 for industry group 206) are based on data for 1980 which are published in M80(AS)-6, Origin of Exports of Manufactured Products, appendix B.

[4]Source: Bureau of the Census report IM 145-X, U.S. Imports for Consumption and General Imports.

[5]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.

[6]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers all firms in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in retail trade and are not included in this survey of manufacturers.

Survey Methodology—The statistics in this publication were collected by mail on Bureau of the Census annual Form MA-20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 265 companies. Small firms for which data in the 1977 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel. Data for about 350 of these small firms are estimated based on the 1977 Census of Manufactures and the trend of firms reporting annually.

Reliability of Data—Survey error may result from several sources: (1) inability to obtain information about all cases in the survey, (2) response errors, (3) definitional difficulties, (4) differences in the interpretation of questions, (5) mistakes in recording or coding the data obtained, and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data increases as the percentage of imputation increases. Figures with imputation rates above 15 percent should be used with caution.

Revisions to Previous Period Data—Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Adjustment for Price Change—All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments—The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products—Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid—Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions—Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center—Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Panned—Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others—Products comprising an assortment of two or more of the above subcategories and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products—All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy—Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serra-

tion, and brittles which frequently contains nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, sour balls.

Chewy Candy—Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy—Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated—Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned—Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type—Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Package Type

Seasonal—Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, coconut cream eggs, Christmas candy canes, Valentine "Heart" boxes.

Year-Round—Packs which are intended for sale all year round.

Regular Size (Loose)—Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multipack)—Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion (Size Loose)—Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion (Size Bagged)—Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size—Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged—Small pieces of candy packaged in bars, jars, boxes, etc. Examples are window boxes, 8-ounces bags of chewy candy, 16-ounces bags of candy corn.

Bulk—Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation (Boxes)—Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Types of Materials

Milk Products—Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils—Includes margarine; hydrogenated shortenings; corn, cottonseed, coconut, soybean and peanut oils; etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently and are based on somewhat differing systems of classification. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation—There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Estimated Low-Valued Export and Import Transactions—The import statistics include estimated value data for shipments valued under $251. Effective August 1982, value data for shipments valued under $251 are estimated from factors based on the ratios of under $251 shipments to individual country totals. Prior to August 1982, estimates were based on a 1-percent sample of documents for shipments valued under $251. Effective with the statistics for March 1979, the lower limit of the value ranges for estimating data for low-value export shipments was raised from $251 to $501. Effective July 1981, the statistics for countries other than Canada reflect fully compiled data for shipments valued over $500. Prior to July 1981, these data were fully compiled only for shipments valued $1,000 and over, while shipments valued $501 to $999 were estimated, based on a 50-percent sample.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory (includes the 50 States, the District of Columbia, and Puerto Rico).

HISTORICAL NOTE

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 881-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0625
Denver, Colorado	(303) 234-3924
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(816) 374-4601
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New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7080

RELATED REPORTS

The Bureau of the Census publishes the following related reports:

Series	Frequency	Title
Current Industrial Reports		
M20C	Monthly	*Confectionery*
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	*Annual Survey of Manufactures (ASM)*
(MC)	Quinquennially	*Census of Manufactures*
Foreign Trade Reports		
FT 410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT 135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA-20D	John Streeter	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
Census/ASM	Tom Lee	(301) 763-5152
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Bureau of Industrial Economics	Cornelius F. Kenney	(202) 566-2202

ACKNOWLEDGMENTS

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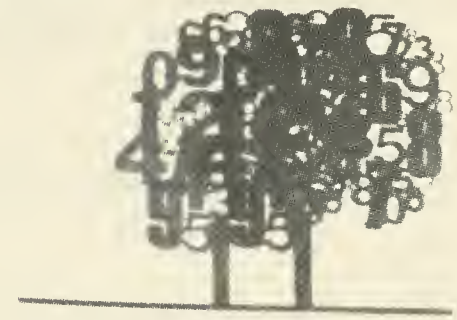

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SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1983 was $5,974.7 million compared to $5,650.2 million in 1982, an increase of 5.7 percent. The value of chocolate and chocolate type confectionery increased 4.8 percent; the value of nonchocolate confectionery rose 7.9 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 6.4 percent, while the quantity of nonchocolate confectionery increased by 6.1 percent.

A description of the survey methodology and other related information appears on page 10.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1973 TO 1983

(In million)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1983	4,035	5,975	17.7
1982	3,798	5,650	16.7
1981	3,630	5,171	16.1
1980	3,488	4,684	16.1
1979	3,673	4,281	16.6
1978	3,588	3,847	16.5
1977	3,700	3,675	17.1
1976	3,467	2,912	16.4
1975	3,357	2,830	16.0
1974	3,651	2,771	17.7
1973	3,807	2,141	18.5

[1]Production plus imports minus exports (see table 8) divided by population, including Armed Forces abroad, as of July 1, 1983.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 915 (July 1, 1983 population was 234,496,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.
For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2. COMPARISON OF CENSUS OF MANUFACTURES AND CURRENT INDUSTRIAL REPORT

(Quantity in millions of pounds; value in millions of dollars)

Product code	Product description	MA20D				1982 Census of Manufactures	
		1983		1982			
		Quantity	Value	Quantity	Value	Quantity	Value
	Total confectionery	4,035.2	5,974.7	3,797.9	5,650.2	(NA)	(NA)
20652 20662	Chocolate and chocolate type	2,180.9	3,981.9	2,049.9	3,798.5	1,955.9	3,762.9
20653	Nonchocolate type	1,668.1	1,717.1	1,572.8	1,591.0	1,617.1	1,612.7
20650 pt.	Confectionery n.s.k.[1]	186.2	275.7	175.2	260.7	(NA)	(NA)

(NA) Not available. N.s.k. Not specified by kind. pt. Part.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1983 AND 1982

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1983		1982	
	Quantity	Value	Quantity	Value
Total shipments	4,035,232	5,974,660	3,797,850	5,650,220
Chocolate and chocolate-type confectionery	2,180,890	3,981,889	2,049,883	3,798,514
Solid	227,570	451,179	230,133	452,369
Solid with inclusions	183,296	387,258	171,644	403,089
Enrobed or molded:				
With candy, fruit, or nut center	1,010,391	1,799,709	970,279	1,693,938
With bakery product center	143,725	264,916	114,564	226,980
Panned	402,663	689,917	364,191	636,399
Assortments and other	201,359	368,359	188,716	366,550
Chocolate type n.s.k.	11,256	20,551	10,356	19,189
Nonchocolate-type confectionery	1,668,142	1,717,050	1,572,766	1,591,006
Hard candy	519,984	623,186	497,803	612,331
Chewy candy	297,218	302,569	275,873	265,725
Soft candy	416,724	344,664	443,432	346,616
Iced coated	34,270	45,086	21,744	28,957
Panned	293,002	314,981	242,181	256,749
Licorice and licorice type	98,270	77,636	78,710	67,432
Nonchocolate type n.s.k.	8,674	8,928	13,023	13,196
Confectionery n.s.k.[1]	186,200	275,721	175,201	260,700

N.s.k. Not specified by kind.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 4A. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1983

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded: With candy, fruit, or nut center	Enrobed or molded: With bakery product center	Panned	Assortments and other	Type of confectionery n.s.k.
Total:[1]								
Quantity	2,180,890	227,570	183,926	1,010,391	143,725	402,663	201,359	11,256
Value	3,981,889	451,179	387,258	1,799,709	264,916	689,917	368,359	20,551
Seasonal packages:								
Quantity	182,380	67,286	3,917	62,200	7,904	15,868	25,205	(X)
Value	388,253	149,440	9,943	125,367	15,484	24,561	63,458	(X)
Regular size (loose):								
Quantity	872,585	35,040	1,010,053	492,575	(D)	(D)	4,198	(X)
Value	1,496,978	75,749	189,770	805,734	(D)	(D)	9,923	(X)
Regular size (multipack):								
Quantity	238,334	(D)	28,072	147,902	(D)	(D)	8,170	(X)
Value	417,020	(D)	61,864	238,013	(D)	(D)	15,321	(X)
Reduced portion (loose):								
Quantity	23,222	(D)	(D)	14,015	-	(D)	2,858	(X)
Value	43,844	(D)	(D)	23,036	-	(D)	7,136	(X)
Reduced portion (bagged):								
Quantity	166,913	(D)	(D)	124,930	(D)	(D)	(D)	(X)
Value	319,320	(D)	(D)	230,080	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	108,237	(D)	(D)	23,593	(D)	(D)	-	(X)
Value	224,017	(D)	(D)	49,597	(D)	(D)	-	(X)
Package:								
Quantity	331,981	52,211	4,480	53,193	(D)	159,827	(D)	(X)
Value	564,685	102,603	9,966	98,201	(D)	271,316	(D)	(X)
Bulk:								
Quantity	133,583	37,974	2,049	33,491	302	11,432	48,335	(X)
Value	171,351	44,883	5,906	63,935	782	16,988	38,857	(X)
Presentation boxes:								
Quantity	112,399	(D)	3,678	58,492	(D)	(D)	39,234	(X)
Value	335,870	(D)	13,526	165,746	(D)	(D)	127,874	(X)
Package type n.s.k.:[1]								
Quantity	11,256	(X)	(X)	(X)	(X)	(X)	(X)	11,256
Value	20,551	(X)	(X)	(X)	(X)	(X)	(X)	20,551

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 4B. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1982

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded: With candy, fruit, or nut center	Enrobed or molded: With bakery product center	Panned	Assortments and other	Type of confectionery n.s.k.
Total:[1]								
Quantity	2,049,883	230,133	171,644	970,279	114,564	364,191	188,716	r10,356
Value	3,798,514	452,369	403,089	1,693,938	226,980	636,399	366,550	r19,189
Seasonal packages:								
Quantity	159,002	r66,259	r2,331	r50,345	r4,636	14,958	20,473	(X)
Value	356,923	r146,385	r6,251	112,392	11,728	r21,817	58,350	(X)
Regular size (loose):								
Quantity	803,722	33,729	90,133	468,792	(D)	(D)	4,072	(X)
Value	1,403,330	75,672	207,370	738,994	(D)	(D)	7,315	(X)
Regular size (multipack):								
Quantity	203,077	(D)	24,226	121,544	(D)	(D)	(D)	(X)
Value	360,451	(D)	56,463	191,014	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	21,882	(D)	(D)	(D)	-	-	(D)	(X)
Value	40,046	(D)	(D)	(D)	-	-	(D)	(X)
Reduced portion (bagged):								
Quantity	162,397	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	314,220	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	114,464	(D)	36,946	25,529	(D)	(D)	-	(X)
Value	227,534	(D)	87,036	38,884	(D)	(D)	-	(X)
Package:								
Quantity	343,757	49,349	(D)	90,661	(D)	(D)	(D)	(X)
Value	576,683	97,479	(D)	154,162	(D)	(D)	(D)	(X)
Bulk:								
Quantity	128,228	40,081	r3,678	31,390	165	9,352	43,562	(X)
Value	154,712	38,764	r7,923	57,175	305	13,813	36,732	(X)
Presentation boxes:								
Quantity	r102,998	(D)	2,435	r48,807	(D)	(D)	43,422	(X)
Value	345,426	(D)	8,477	161,448	(D)	(D)	146,494	(X)
Package type n.s.k.:[1]								
Quantity	r10,356	(X)	(X)	(X)	(X)	(X)	(X)	r10,356
Value	r19,189	(X)	(X)	(X)	(X)	(X)	(X)	r19,189

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures. (X) Not applicable.

[1]See table 2, footnote 1.

Table 5A. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1983

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
Total:[1]								
Quantity	1,668,142	519,984	297,218	416,724	34,270	293,002	98,270	8,674
Value	1,717,050	623,186	302,569	344,664	45,086	314,981	77,636	8,928
Seasonal packages:								
Quantity	260,257	116,502	41,126	47,065	(D)	53,172	(D)	(X)
Value	261,427	139,053	36,019	42,281	(D)	41,262	(D)	(X)
Regular size (loose):								
Quantity	433,354	118,863	130,912	40,245	7,339	101,729	34,266	(X)
Value	538,128	188,515	126,792	48,816	9,900	136,536	27,569	(X)
Regular size (multipack):								
Quantity	51,368	17,086	3,513	(D)	(D)	(D)	(D)	(X)
Value	56,822	24,237	5,366	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	29,229	11,067	10,153	3,290	(D)	2,464	(D)	(X)
Value	30,596	11,482	10,247	3,247	(D)	2,657	(D)	(X)
Large/giant size:								
Quantity	21,176	(D)	(D)	(D)	-	(D)	(D)	(X)
Value	21,391	(D)	(D)	(D)	-	(D)	(D)	(X)
Package:								
Quantity	539,050	161,192	52,742	238,608	9,964	42,981	33,563	(X)
Value	510,435	174,900	62,594	180,510	14,443	50,518	27,470	(X)
Bulk:								
Quantity	308,637	87,293	52,012	68,823	(D)	64,713	(D)	(X)
Value	257,993	71,164	47,408	50,264	(D)	59,819	(D)	(X)
Presentation boxes:								
Quantity	(D)	(D)	(D)	(D)	(D)	-	-	(X)
Value	(D)	(D)	(D)	(D)	(D)	-	-	(X)
Package type n.s.k.:[1]								
Quantity	8,674	(X)	(X)	(X)	(X)	(X)	(X)	8,674
Value	8,928	(X)	(X)	(X)	(X)	(X)	(X)	8,928

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1]See table 2, footnote 1.

Table 5B. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1982

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
Total:[1]								
Quantity	1,572,766	497,803	275,873	443,432	21,744	242,181	r78,710	r13,023
Value	1,591,006	612,331	265,725	346,616	28,957	256,749	r67,432	r13,196
Seasonal packages:								
Quantity	273,326	121,201	45,761	50,044	(D)	55,444	(D)	(X)
Value	268,859	142,997	40,101	44,314	(D)	40,349	(D)	(X)
Regular size (loose):								
Quantity	r361,561	105,727	r109,027	42,032	1,718	78,052	r25,005	(X)
Value	r467,542	182,775	r99,636	55,050	2,119	103,517	r24,445	(X)
Regular size (multipack):								
Quantity	r37,802	9,447	2,809	r5,972	(D)	(D)	(D)	(X)
Value	r45,319	17,689	3,762	r6,676	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	3,785	-	(D)	(D)	-	-	(D)	(X)
Value	4,059	-	(D)	(D)	-	-	(D)	(X)
Reduced portion (bagged):								
Quantity	26,116	9,461	9,858	(D)	(D)	2,531	(D)	(X)
Value	29,370	11,001	10,098	(D)	(D)	2,632	(D)	(X)
Large/giant size:								
Quantity	r14,134	(D)	875	(D)	-	(D)	(D)	(X)
Value	r13,461	(D)	1,238	(D)	-	(D)	(D)	(X)
Package:								
Quantity	565,193	161,582	r55,413	276,387	3,629	37,876	r30,306	(X)
Value	493,514	175,499	r57,258	185,526	6,460	45,860	r22,911	(X)
Bulk:								
Quantity	266,586	82,102	48,323	60,730	(D)	45,545	(D)	(X)
Value	228,882	67,465	44,106	44,868	(D)	44,763	(D)	(X)
Presentation boxes:								
Quantity	11,240	(D)	(D)	1,008	(D)	(D)	-	(X)
Value	26,804	(D)	(D)	3,267	(D)	(D)	-	(X)
Package type n.s.k.:[1]								
Quantity	r13,023	(X)	(X)	(X)	(X)	(X)	(X)	r13,023
Value	r13,196	(X)	(X)	(X)	(X)	(X)	(X)	r13,196

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures. (X) Not applicable.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 6. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1983 AND 1982

(Thousands of dollars)

Type of customer	1983	1982
Total sales[1]	6,105,387	5,763,719
Merchant wholesalers	2,548,354	2,428,007
Grocery store chains, retail	1,127,280	1,095,887
Drug store chains, retail	565,161	526,451
General merchandise stores (department and variety stores)	711,523	649,805
Manufacturers own retail stores	229,253	215,922
Government/military	111,884	88,889
Other, including export	522,358	488,705
Resales[1]	130,727	113,499
Type of outlet n.s.k.	289,574	270,053

N.s.k. Not specified by kind.

[1]Resales are not included in the summation as they are already included in the detail.

Table 7. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1983 AND 1982

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1983		1982	
	Pounds	Dollars	Pounds	Dollars
Total materials consumed	(X)	2,181,454	(X)	2,343,670
Cocoa beans	229,629	197,567	243,545	251,767
Sugar (cane-beet)	1,495,235	402,662	1,422,473	382,532
Corn sirup	968,259	103,403	901,102	103,296
Cocoa butter	139,419	208,025	121,298	291,016
Chocolate coatings:				
Milk and milk products	159,440	167,534	190,038	223,404
Other	71,395	76,672	94,151	109,415
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	29,545	16,072	24,375	15,376
Milk and milk products	(X)	261,399	(X)	259,311
Fats and oils	102,941	48,480	102,231	52,473
Peanuts, shelled basis	338,110	165,154	258,788	161,804
Coconut meat	21,156	13,780	20,398	10,197
Almond kernels	32,732	49,102	30,497	40,291
Other nuts and nut meats (kernels)	16,334	30,030	15,428	29,760
Other edible materials[1]	(X)	230,557	(X)	197,432
Materials n.s.k.	(X)	211,017	(X)	215,596

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1982 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 8. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1983 AND 1982

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]			Percent exports to manufacturers' shipments		Imports for consumption[4]		Apparent consumption[6]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Estimated producers' value[3]	Quantity	Value	Quantity	Value[5]	Quantity	Value	Quantity	Value
20652 20653 20662	Confectionery	1983	4,035,232	5,974,660	48,363	64,148	54,192	1.2	1.1	170,784	209,347	4,157,653	6,119,859	4.1	3.4
		1982	3,797,850	5,650,220	51,034	68,035	57,476	1.3	1.2	138,709	161,881	3,885,525	5,744,066	3.6	2.8

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and TSUSA import numbers is as follows:

Domestic output	Exports	Imports
20652	156.2700	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census report EM 546, U.S. Exports.

[3]These values were derived by use of adjustment factors to exclude freight, insurance, and other charges increased in moving goods to port of export. This adjustment is made to convert the value to an approximation of the producers' value of exported goods. Current adjustment factors are based on data for 1981 which are published in M81(AS)-5, Origin of Exports of Manufactured Products, appendix B. The adjustment factor for this report is 0.8448.

[4]Source: Bureau of the Census report IM 145-X, U.S. Imports for Consumption and General Imports.

[5]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.

[6]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey—This survey covers all firms in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in retail trade and are not included in this survey of manufacturers.

Survey Methodology—The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 250 companies. Small firms for which data in the 1982 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel. Data for about 350 of these small firms are estimated based on the 1982 Census of Manufactures and the trend of firms reporting annually.

Reliability of Data—Survey error may result from several sources: (1) inability to obtain information about all cases in the survey, (2) response errors, (3) definitional difficulties, (4) differences in the interpretation of questions, (5) mistakes in recording or coding the data obtained, and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data increases as the percentage of imputation increases. Figures with imputation rates above 15 percent should be used with caution.

Revisions to Previous Period Data—Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes. For 1982, some corrections may be attributed to a reconciliation to the 1982 Census of Manufactures (see table 2).

Adjustment for Price Change—All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments—The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products—Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid—Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions—Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center—Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Panned—Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others—Products comprising an assortment of two or more of the above subcategories and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products—All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy—Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serra-

tion, and brittles which frequently contains nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, sour balls.

Chewy Candy—Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy—Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated—Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned—Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type—Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Package Type

Seasonal—Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, coconut cream eggs, Christmas candy canes, Valentine "Heart" boxes.

Year-Round—Packs which are intended for sale all year round.

Regular Size (Loose)—Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multipack)—Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion (Size Loose)—Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion (Size Bagged)—Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size—Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged—Small pieces of candy packaged in bars, jars, boxes, etc. Examples are window boxes, 8-ounces bags of chewy candy, 16-ounces bags of candy corn.

Bulk—Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation (Boxes)—Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Types of Materials

Milk Products—Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils—Includes margarine; hydrogenated shortenings; corn, cottonseed, coconut, soybean and peanut oils; etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently. This results in considerable difficulty in comparing the three types of data for many commodity areas. The doemstic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation--There are different methods of valuation for the three types of data:

Domestic Output—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

Exports—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance, and other charges to the export point.

Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.

Imports—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output—Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Estimated Low-Valued Export and Import Transactions—The import statistics include estimated value data for shipments valued under $251. Effective August 1982, value data for shipments valued under $251 are estimated from factors based on the ratios of under $251 shipments to individual country totals. Prior to August 1982, estimates were based on a 1-percent sample of documents for shipments valued under $251. Effective with the statistics for March 1979, the lower limit of the value ranges for estimating data for low-value export shipments was raised from $251 to $501. Effective July 1981, the statistics for countries other than Canada reflect fully compiled data for shipments valued over $500. Prior to July 1981, these data were fully compiled only for shipments valued $1,000 and over, while shipments valued $501 to $999 were estimated, based on a 50-percent sample.

Manufacturers' Shipments, Not Specified by Kind—The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports—There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports—Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities—With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage—Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory (includes the 50 States, the District of Columbia, and Puerto Rico).

HISTORICAL NOTE

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 881-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0625
Denver, Colorado	(303) 234-3924
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(816) 374-4601
Los Angeles, California	(213) 824-7317
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7080

RELATED REPORTS

The Bureau of the Census publishes the following related reports:

Series	Frequency	Title
Current Industrial Reports		
M20C	Monthly	*Confectionery*
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	*Annual Survey of Manufactures (ASM)*
(MC)	Quinquennially	*Census of Manufactures*
Foreign Trade Reports		
FT 410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT 135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	John Streeter	(301) 763-7807
Foreign Trade publications	Juanita Noone	(301) 763-5140
Census/ASM	Tom Lee	(301) 763-5152
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Bureau of Industrial Economics	Cornelius F. Kenney	(202) 566-2202

ACKNOWLEDGMENTS

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Confectionery

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BUREAU OF THE CENSUS

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1984 was $6,619.3 million compared to $5,983.3 million in 1983, an increase of 10.6 percent. The value of chocolate and chocolate type confectionery increased 9.9 percent; the value of nonchocolate confectionery rose 12.4 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 3.6 percent, while the quantity of nonchocolate confectionery increased by 6.8 percent.

A description of the survey methodology and other related information appears on page 8.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1974 TO 1984

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1984	4,270	6,619	18.9
1983	4,064	5,983	17.9
1982	3,798	5,650	16.7
1981	3,630	5,171	16.1
1980	3,488	4,684	16.1
1979	3,673	4,281	16.6
1978	3,588	3,847	16.5
1977	3,700	3,675	17.1
1976	3,467	2,912	16.4
1975	3,357	2,830	16.0
1974	3,651	2,771	17.7

[1]Production plus imports minus exports (see table 8) divided by population, including Armed Forces abroad, as of July 1, 1983.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 966 (July 1, 1984 population was 236,158,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807.
For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2. TOTAL QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND NONCHOCOLATE CONFECTIONERY: 1984 AND 1983

(Quantity in millions of pounds; value in millions of dollars)

Product code	Product description	1984[1]		1983	
		Quantity	Value	Quantity	Value
	Total confectionery	4,270.4	6,619.3	4,064.3	5,983.3
20652, 20662	Chocolate and chocolate type	2,257.1	4,374.0	2,178.2	3,981.4
20653	Nonchocolate type	1,816.2	1,939.9	1,699.9	1,726.2
20650 pt.	Confectionery n.s.k.[2]	197.1	305.4	186.2	275.7

N.s.k. Not specified by kind. pt. Part.

[1]Data for 1984 include granola bars which were not previously included.
[2]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1984 AND 1983

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1984		1983	
	Quantity	Value	Quantity	Value
Total shipments	4,270,364	6,619,335	4,064,310	5,983,338
Chocolate and chocolate-type confectionery	2,257,141	4,373,970	2,178,189	3,981,439
Solid	272,804	543,288	227,487	450,953
Solid with inclusions	214,661	482,882	183,727	386,663
Enrobed or molded:				
With candy, fruit, or nut center	1,012,139	1,945,174	1,012,704	1,808,746
With bakery product center	130,875	276,519	145,146	267,354
Panned	435,736	751,444	402,633	689,917
Assortments and other	183,179	359,651	201,490	368,655
Chocolate type n.s.k.	7,747	15,012	5,002	9,151
Nonchocolate-type confectionery	1,816,169	1,939,918	1,699,921	1,726,178
Hard candy	545,225	679,915	527,444	633,373
Chewy candy	458,664	525,972	301,397	301,924
Soft candy	455,579	362,848	441,603	350,069
Iced coated	22,315	35,369	34,254	45,086
Panned	237,308	251,525	292,988	313,949
Licorice and licorice type	95,683	82,793	98,303	77,734
Nonchocolate type n.s.k.	1,395	1,496	3,932	4,043
Confectionery n.s.k.[1]	197,054	305,447	186,200	275,721

N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 4A. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1984

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded		Panned	Assortments and other	Type of confectionery n.s.k.
				With candy, fruit, or nut center	With bakery product center			
Total:[1]								
Quantity	2,257,141	272,804	214,661	1,012,139	130,875	435,736	183,179	7,747
Value	4,373,970	543,288	482,882	1,945,174	276,519	751,444	359,651	15,012
Seasonal packages:								
Quantity	180,601	74,282	(D)	54,572	(D)	18,212	17,415	(X)
Value	405,586	164,652	(D)	128,629	(D)	28,836	53,607	(X)
Regular size (loose):								
Quantity	861,418	(D)	109,201	468,328	(D)	161,034	4,919	(X)
Value	1,624,953	(D)	229,952	839,176	(D)	294,208	12,819	(X)
Regular size (multipack):								
Quantity	185,297	(D)	24,820	115,637	(D)	(D)	(D)	(X)
Value	359,198	(D)	61,288	206,039	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	24,891	(D)	(D)	19,753	-	(D)	(D)	(X)
Value	45,598	(D)	(D)	33,297	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	210,235	(D)	(D)	159,663	(D)	8,202	(D)	(X)
Value	397,418	(D)	(D)	287,740	(D)	14,281	(D)	(X)
Large/giant size:								
Quantity	139,152	15,706	47,691	32,777	(D)	(D)	(D)	(X)
Value	281,293	35,600	115,790	48,447	(D)	(D)	(D)	(X)
Package:								
Quantity	367,813	55,589	3,874	66,777	(D)	180,154	(D)	(X)
Value	633,577	116,053	9,155	130,476	(D)	292,543	(D)	(X)
Bulk:								
Quantity	174,591	73,361	2,651	36,438	429	18,016	43,696	(X)
Value	244,425	96,710	8,427	72,515	941	26,758	39,074	(X)
Presentation boxes:								
Quantity	105,396	(D)	2,949	58,194	(D)	(D)	36,208	(X)
Value	366,910	(D)	11,263	198,855	(D)	(D)	125,020	(X)
Package type n.s.k.:[1]								
Quantity	7,747	(X)	(X)	(X)	(X)	(X)	(X)	7,747
Value	15,012	(X)	(X)	(X)	(X)	(X)	(X)	15,012

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 48. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1983

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded: With candy, fruit, or nut center	Enrobed or molded: With bakery product center	Panned	Assortments and other	Type of confectionery n.s.k.
Total:[1]								
Quantity	2,178,189	227,487	183,727	1,012,704	145,146	402,633	201,490	5,002
Value	3,981,439	450,953	386,663	1,808,746	267,354	689,917	368,655	9,151
Seasonal packages:								
Quantity	182,195	67,277	3,916	62,029	7,904	15,868	25,201	(X)
Value	387,594	149,410	9,936	124,745	15,484	24,561	63,458	(X)
Regular size (loose):								
Quantity	876,967	34,966	100,910	495,532	(D)	(D)	4,415	(X)
Value	1,507,038	75,553	189,402	813,356	(D)	(D)	10,487	(X)
Regular size (multipack):								
Quantity	238,269	(D)	28,050	147,869	(D)	(D)	8,160	(X)
Value	416,678	(D)	61,755	237,830	(D)	(D)	15,271	(X)
Reduced portion (loose):								
Quantity	23,222	(D)	(D)	14,015	-	(D)	2,858	(X)
Value	43,844	(D)	(D)	23,036	-	(D)	7,136	(X)
Reduced portion (bagged):								
Quantity	166,913	(D)	(D)	124,930	(D)	(D)	(D)	(X)
Value	319,320	(D)	(D)	230,080	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	108,237	(D)	(D)	23,593	(D)	(D)	-	(X)
Value	224,017	(D)	(D)	49,597	(D)	(D)	-	(X)
Package:								
Quantity	331,873	52,211	4,480	53,085	(D)	159,827	(D)	(X)
Value	564,193	102,603	9,966	97,709	(D)	271,316	(D)	(X)
Bulk:								
Quantity	133,016	37,974	2,022	32,994	298	11,402	48,326	(X)
Value	169,604	44,883	5,821	62,305	782	16,988	38,825	(X)
Presentation boxes:								
Quantity	112,495	(D)	3,672	58,657	(D)	(D)	39,171	(X)
Value	340,000	(D)	13,500	170,088	(D)	(D)	127,688	(X)
Package type n.s.k.:[1]								
Quantity	5,002	(X)	(X)	(X)	(X)	(X)	(X)	5,002
Value	9,151	(X)	(X)	(X)	(X)	(X)	(X)	9,151

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 5A. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1984

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
Total:[1]								
Quantity	1,816,169	545,225	458,664	455,579	22,315	237,308	95,683	1,395
Value	1,939,918	679,915	525,972	362,848	35,369	251,525	82,793	1,496
Seasonal packages:								
Quantity	277,362	120,135	52,830	51,961	374	48,354	3,708	(X)
Value	283,956	147,820	46,438	47,358	714	37,804	3,822	(X)
Regular size (loose):								
Quantity	501,459	111,944	234,790	63,677	(D)	54,918	(D)	(X)
Value	650,841	192,157	280,985	61,202	(D)	79,993	(D)	(X)
Regular size (multipack):								
Quantity	40,754	13,034	3,381	(D)	(D)	(D)	(D)	(X)
Value	50,403	22,709	5,651	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	(D)	(D)	7,227	(D)	-	(D)	(D)	(X)
Value	(D)	(D)	7,854	(D)	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	27,651	12,169	7,791	(D)	(D)	(D)	(D)	(X)
Value	27,158	12,582	7,895	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	39,935	7,136	(D)	(D)	-	6,405	(D)	(X)
Value	29,145	8,128	(D)	(D)	-	6,343	(D)	(X)
Package:								
Quantity	559,535	180,649	65,830	230,198	10,015	43,411	29,432	(X)
Value	546,294	202,089	80,025	173,583	15,530	48,970	26,097	(X)
Bulk:								
Quantity	348,736	95,468	81,057	83,201	2,302	60,073	26,635	(X)
Value	314,718	84,018	83,774	65,910	3,169	57,285	20,562	(X)
Presentation boxes:								
Quantity	(D)	(D)	(D)	970	(D)	-	-	(X)
Value	(D)	(D)	(D)	3,129	(D)	-	-	(X)
Package type n.s.k.:[1]								
Quantity	1,395	(X)	(X)	(X)	(X)	(X)	(X)	1,395
Value	1,496	(X)	(X)	(X)	(X)	(X)	(X)	1,496

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] See table 2, footnote 1.

Table 5B. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1983

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
Total:[1]								
Quantity	1,699,921	527,444	301,397	441,603	34,254	292,988	98,303	3,932
Value	1,726,178	633,373	301,924	350,069	45,086	313,949	77,734	4,043
Seasonal packages:								
Quantity	268,160	121,502	44,027	47,065	(D)	53,172	(D)	(X)
Value	264,858	142,507	35,996	42,281	(D)	41,262	(D)	(X)
Regular size (loose):								
Quantity	433,720	118,830	131,292	40,245	7,339	101,715	34,299	(X)
Value	537,560	188,417	126,654	48,816	9,900	136,106	27,667	(X)
Regular size (multipack):								
Quantity	61,681	17,585	3,600	(D)	(D)	(D)	(D)	(X)
Value	r62,227	r29,611	5,397	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	(D)	(D)	3,587	(D)	(D)	(D)	(D)	(X)
Value	(D)	(D)	4,033	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	29,359	11,067	10,283	3,290	(D)	2,464	(D)	(X)
Value	30,696	11,482	10,347	3,247	(D)	2,657	(D)	(X)
Large/giant size:								
Quantity	31,774	4,984	(D)	(D)	-	(D)	(D)	(X)
Value	22,891	5,408	(D)	(D)	-	(D)	(D)	(X)
Package:								
Quantity	540,106	161,182	53,026	239,408	9,946	42,981	33,563	(X)
Value	509,926	174,900	61,987	181,210	14,443	49,916	27,470	(X)
Bulk:								
Quantity	313,665	87,297	51,759	74,100	(D)	64,713	(D)	(X)
Value	262,147	71,121	46,900	54,969	(D)	59,819	(D)	(X)
Presentation boxes:								
Quantity	(D)	(D)	(D)	906	(D)	-	-	(X)
Value	(D)	(D)	(D)	2,969	(D)	-	-	(X)
Package type n.s.k.:[1]								
Quantity	3,932	(X)	(X)	(X)	(X)	(X)	(X)	3,932
Value	4,043	(X)	(X)	(X)	(X)	(X)	(X)	4,043

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures. (X) Not applicable.

[1]See table 2, footnote 1.

Table 6. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1984 AND 1983

(Thousands of dollars)

Type of customer	1984	1983
Total sales[1]	6,816,462	6,108,913
Merchant wholesalers	3,022,441	2,553,725
Grocery store chains, retail	1,173,516	1,124,961
Drug store chains, retail	583,731	564,924
General merchandise stores (department and variety stores)	779,342	710,903
Manufacturers own retail stores	230,693	241,225
Government/military	121,914	111,827
Other, including export	548,526	521,236
Type of outlet n.s.k.	356,299	280,212
Resales[1]	197,127	125,575

N.s.k. Not specified by kind.

[1]Resales are not included in the summation as they are already included in the detail.

Table 7. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1984 AND 1983

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1984		1983	
	Pounds	Dollars	Pounds	Dollars
Total materials consumed	(X)	2,394,178	(X)	2,145,389
Cocoa beans	223,130	226,048	229,629	197,567
Sugar (cane-beet)	1,565,426	409,541	1,454,542	394,419
Corn sirup	1,018,656	121,285	947,422	101,837
Cocoa butter	165,414	274,149	138,874	207,170
Chocolate coatings:				
Milk and milk products	150,200	171,911	159,781	168,205
Other	87,981	114,463	72,114	77,658
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	33,940	20,137	27,783	15,350
Milk and milk products	(X)	272,524	(X)	258,174
Fats and oils	109,991	65,415	95,396	45,249
Peanuts, shelled basis	286,486	187,205	280,860	164,265
Coconut meat	21,563	16,368	21,133	13,777
Almond kernels	34,701	60,268	32,449	48,639
Other nuts and nut meats (kernels)	18,841	33,909	16,935	30,242
Other edible materials[1]	(X)	261,459	(X)	211,820
Materials n.s.k.	(X)	159,496	(X)	211,017

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1982 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 8. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1984 AND 1983

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]			Percent exports to manufacturers' shipments		Imports for consumption[4]		Apparent consumption[6]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Estimated producers' value[3]	Quantity	Value	Quantity	Value[5]	Quantity	Value	Quantity	Value
20652	Chocolate-type confectionery	1984	2,257,141	4,373,970	35,258	52,199	44,098	1.6	1.1	94,217	266,175	2,316,100	4,587,946	4.1	5.8
20662		1983	2,178,189	3,981,439	31,347	45,731	40,463	1.4	1.1	59,096	178,727	2,205,938	4,114,435	2.7	4.3
20653	Nonchocolate-type confectionery	1984	1,816,169	1,939,918	16,995	18,625	15,734	0.9	1.0	150,690	223,619	1,949,864	2,144,912	7.7	10.4
		1983	1,699,921	1,726,178	17,016	18,417	15,559	1.0	1.1	111,688	180,832	1,794,593	1,888,593	6.6	9.6

Note: Confectionery, n.s.k. is excluded from this table.

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and TSUSA import numbers is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census report EM 546, U.S. Exports.

[3]These values were derived by use of adjustment factors to exclude freight, insurance, and other charges increased in moving goods to port of export. This adjustment is made to convert the value to an approximation of the producers' value of exported goods. Current adjustment factors are based on data for 1981 which are published in M81(AS)-5, Origin of Exports of Manufactured Products, appendix B. The adjustment factor for this report is 0.8448.

[4]Source: Bureau of the Census report IM 145-X, U.S. Imports for Consumption and General Imports.

[5]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.

[6]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all firms in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 250 companies. Small firms for which data in the 1982 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel. Data for about 350 of these small firms are estimated based on the 1982 Census of Manufactures and the trend of establishments reporting annually.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 15 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie nr wafer center. May or may not have additional confectionery layers or ingredients.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc. Granola bars are included in this category.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Package Type

Seasonal. Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, coconut cream eggs, Christmas candy canes, Valentine "Heart" boxes.

Year-Round. Packs which are intended for sale all year round.

Regular Size (Loose). Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multi-pack). Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion (Size Loose). Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion (Size Bagged). Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size. Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged. Small pieces of candy packaged in bars, jars, boxes, etc. Examples are window boxes, 8-ounces bags of chewy candy, 16-ounces bags of candy corn.

Bulk. Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation (Boxes). Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Types of Materials

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Aside from the differences in the basic commodity classifications, there are additional problems involving import data, since there are a substantial number of imported commodities which are not produced in the United States or which are produced only in very small quantities and which, therefore, have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation. There are different methods of valuation for the three types of data:

- *Domestic Output*—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

- *Exports*—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance and other charges to the export point.
  Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.

- *Imports*—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output. Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent

consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Value Export and Import Transactions. Detailed commodity information is not included for individual import shipments valued at not more than $250 or for individual export shipments valued at not more than $500. This is believed to have only negligible effects on the statistics for the bulk of the commodities.

Manufacturers' Shipments, Not Specified by Kind. The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports. There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports. Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities. With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage. Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory (includes the 50 States, the District of Columbia, and Puerto Rico).

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 881-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0621
Denver, Colorado	(303) 234-3924
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(816) 374-4601
Los Angeles, California	(213) 209-6616
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7828

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Current Industrial Reports		
M20C	Monthly	*Confectionery*
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
FT410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	John Streeter	(301) 763-7807
Foreign Trade publications	Joyce Ware	(301) 763-5140
Census/ASM	Tom Lee	(301) 763-5152

Subject Area	Contact	Phone Number
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Foreign Trade Administration	Cornelius F. Kenney	(202) 377-2428
Office of Textiles	Leonard Mobley	(202) 377-4058

ACKNOWLEDGMENTS

This report was prepared in the Industry Division, Bureau of the Census, under the direction of Carole A. Ambler, Chief, Current Nondurables Branch, and Doris Pope, Chief, Foods Section. John Streeter was directly responsible for the review of the data and preparation of the report. Gaylord E. Worden, Chief of the Division, and Thomas L. Mesenbourg, Assistant Chief for Current Industrial Reports, provided overall direction and coordination to this project.

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Confectionery

1985
MA20D(85)-1
Issued July 1986

U.S. Department of Commerce
BUREAU OF THE CENSUS

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1985 was $7,122.4 million compared to $6,610.3 million in 1984, an increase of 7.7 percent. The value of chocolate and chocolate type confectionery increased 5.5 percent; the value of nonchocolate confectionery rose 12.8 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 0.7 percent, while the quantity of nonchocolate confectionery decreased by 0.2 percent.

A description of the survey methodology and other related information appears on page 6.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1975 TO 1985

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds)
1985	4,279	7,122	18.9
1984	4,265	6,610	18.9
1983	4,064	5,983	17.9
1982	3,798	5,650	16.7
1981	3,630	5,171	16.1
1980	3,488	4,684	16.1
1979	3,673	4,281	16.6
1978	3,588	3,847	16.5
1977	3,700	3,675	17.1
1976	3,467	2,912	16.4
1975	3,357	2,830	16.0

[1]Production plus imports minus exports (see table 8) divided by population, including Armed Forces abroad, as of July 1, 1985.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 981 (July 1, 1985 population was 239,283,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call John Streeter, (301) 763-7807
For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2. COMPARISON OF VALUES OF SHIPMENTS OF CHOCOLATE AND NONCHOCOLATE CONFECTIONERY, AS REPORTED IN THE MA20D, THE 1984 ANNUAL SURVEY OF MANUFACTURES, AND THE 1982 CENSUS OF MANUFACTURES

(Value in millions of dollars)

Product code	Product description	1984			1982	
			Annual Survey of Manufactures			
		MA20D	Value	Standard error of estimates[1]	MA20D	Census of Manufactures
	Confectionery	6,610.3	(NA)	(NA)	5,650.2	(NA)
20652, 20662	Chocolate and chocolate type	4,371.1	4,465.3	1	3,798.5	3,762.9
20653	Nonchocolate type	1,933.8	2,060.4	3	1,591.0	1,612.7
20650 pt.	Confectionery n.s.k.[2]	305.4	(NA)	(NA)	260.7	(NA)

(NA) Not available. N.s.k. Not specified by kind. pt. Part.

[1]The annual survey of manufactures percentage standard errors shown are the approximate relative errors of the estimates of level. A more detailed description of the standard error of estimate is given in the introduction of the annual survey of manufactures, Value of Product Shipments, M84(AS)-2, under "Qualifications of the Data."

[2]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1985 AND 1984

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1985		1984	
	Quantity	Value	Quantity	Value
Shipments	4,278,897	7,122,442	4,265,460	6,610,294
Chocolate and chocolate-type confectionery	2,273,833	4,612,263	2,257,603	4,371,050
Solid	278,888	573,151	273,403	545,460
Solid with inclusions	221,219	545,712	211,690	481,661
Enrobed or molded:				
With candy, fruit, or nut center	1,037,217	2,074,441	1,015,398	1,942,141
With bakery product center	136,458	284,666	130,875	276,519
Panned	440,202	788,144	435,736	751,444
Assortments and other	155,614	337,559	183,178	359,648
Chocolate type n.s.k.	4,235	8,590	7,323	14,177
Nonchocolate-type confectionery	1,807,346	2,181,067	1,810,803	1,933,797
Hard candy	559,236	755,815	541,935	678,703
Chewy candy (including granola bars)	385,763	579,654	458,661	525,972
Soft candy	425,796	367,712	452,528	356,954
Iced coated	22,174	37,251	22,222	35,211
Panned	291,265	329,577	237,308	251,525
Licorice and licorice type	117,769	104,610	95,683	82,793
Nonchocolate type n.s.k.	5,343	6,448	2,466	2,639
Confectionery n.s.k.[1]	197,718	329,112	197,054	305,447

N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 4. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1985 AND 1984

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded: With candy, fruit, or nut center	Enrobed or molded: With bakery product center	Panned	Assortments and other	Type of confectionery n.s.k.
1985								
Total:[1]								
Quantity	2,273,833	278,888	221,219	1,037,217	136,458	440,202	155,614	4,235
Value	4,612,263	573,151	545,712	2,074,441	284,666	788,144	337,559	8,590
Seasonal packages:								
Quantity	187,217	82,208	(D)	47,390	(D)	19,908	26,233	(X)
Value	462,467	187,556	(D)	144,129	(D)	31,168	65,314	(X)
Regular size (loose):								
Quantity	852,276	35,756	116,025	473,341	(D)	(D)	8,784	(X)
Value	1,703,093	86,666	290,654	876,551	(D)	(D)	19,581	(X)
Regular size (multipack):								
Quantity	189,129	11,999	28,874	116,432	(D)	(D)	(D)	(X)
Value	370,971	29,474	73,477	203,769	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	27,642	(D)	(D)	20,147	(D)	(D)	3,188	(X)
Value	53,224	(D)	(D)	38,163	(D)	(D)	7,374	(X)
Reduced portion (bagged):								
Quantity	215,174	(D)	(D)	155,341	(D)	(D)	(D)	(X)
Value	417,565	(D)	(D)	289,464	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	143,600	(D)	36,859	45,110	(D)	(D)	(D)	(X)
Value	288,385	(D)	90,455	70,859	(D)	(D)	(D)	(X)
Package:								
Quantity	411,066	52,198	13,876	79,890	13,245	(D)	(D)	(X)
Value	726,590	112,785	25,367	167,622	22,912	(D)	(D)	(X)
Bulk:								
Quantity	138,342	74,773	2,732	38,514	212	13,657	8,454	(X)
Value	226,410	102,089	8,424	79,711	425	22,666	13,095	(X)
Presentation boxes:								
Quantity	105,152	(D)	2,646	61,052	(D)	(D)	32,830	(X)
Value	354,968	(D)	10,790	204,173	(D)	(D)	110,174	(X)
Package type n.s.k.:[1]								
Quantity	4,235	(X)	(X)	(X)	(X)	(X)	(X)	4,235
Value	8,590	(X)	(X)	(X)	(X)	(X)	(X)	8,590
1984								
Total:[1]								
Quantity	2,257,603	273,403	211,690	1,015,398	130,875	435,736	183,178	7,323
Value	4,371,050	545,460	481,661	1,942,141	276,519	751,444	359,648	14,177
Seasonal packages:								
Quantity	177,620	74,257	(D)	54,570	(D)	18,212	17,415	(X)
Value	405,884	165,016	(D)	128,616	(D)	28,836	53,607	(X)
Regular size (loose):								
Quantity	864,684	(D)	109,200	471,597	(D)	161,034	4,919	(X)
Value	1,620,896	(D)	229,945	835,138	(D)	294,208	12,819	(X)
Regular size (multipack):								
Quantity	185,297	(D)	24,820	115,637	(D)	(D)	(D)	(X)
Value	359,198	(D)	61,288	206,039	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	24,879	(D)	(D)	19,749	-	(D)	(D)	(X)
Value	45,523	(D)	(D)	34,339	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	210,235	(D)	(D)	159,663	(D)	8,202	(D)	(X)
Value	397,418	(D)	(D)	287,740	(D)	14,281	(D)	(X)
Large/giant size:								
Quantity	139,152	15,706	47,691	32,777	(D)	(D)	(D)	(X)
Value	281,293	35,600	115,790	48,447	(D)	(D)	(D)	(X)
Package:								
Quantity	367,810	55,589	3,873	66,776	(D)	180,154	(D)	(X)
Value	633,555	116,053	9,146	130,466	(D)	292,543	(D)	(X)
Bulk:								
Quantity	175,210	73,987	2,646	36,436	429	18,016	43,696	(X)
Value	246,216	98,530	8,406	72,507	941	26,758	39,074	(X)
Presentation boxes:								
Quantity	105,393	(D)	2,947	58,193	(D)	(D)	36,208	(X)
Value	366,890	(D)	11,249	198,849	(D)	(D)	125,020	(X)
Package type n.s.k.:[1]								
Quantity	7,323	(X)	(X)	(X)	(X)	(X)	(X)	7,323
Value	14,177	(X)	(X)	(X)	(X)	(X)	(X)	14,177

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 5. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1985 AND 1984

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy including granola bars[1]	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
1985								
Total:[2]								
Quantity	1,807,346	559,236	385,763	425,796	22,174	291,265	117,769	5,343
Value	2,181,067	755,815	579,654	367,712	37,251	329,577	104,610	6,448
Seasonal packages:								
Quantity	300,065	134,878	49,445	55,860	871	57,132	1,879	(X)
Value	321,108	172,900	41,585	54,078	1,478	49,105	1,962	(X)
Regular size (loose):								
Quantity	461,918	148,168	137,427	70,397	(D)	70,190	(D)	(X)
Value	768,975	264,893	280,652	69,694	(D)	111,015	(D)	(X)
Regular size (multipack):								
Quantity	69,407	12,740	41,127	(D)	(D)	(D)	(D)	(X)
Value	90,075	23,281	52,148	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	5,901	1,254	(D)	(D)	(D)	(D)	(D)	(X)
Value	6,229	1,334	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	32,496	15,611	9,499	(D)	(D)	(D)	(D)	(X)
Value	33,684	16,127	9,839	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	39,253	8,634	8,860	(D)	-	(D)	(D)	(X)
Value	33,621	9,026	10,829	(D)	-	(D)	(D)	(X)
Package:								
Quantity	560,804	145,007	82,274	216,566	10,052	59,616	47,289	(X)
Value	605,285	178,745	118,757	180,459	15,822	68,180	43,322	(X)
Bulk:								
Quantity	327,433	91,406	52,962	62,260	2,538	85,594	32,673	(X)
Value	299,802	85,638	54,493	50,493	3,337	83,711	22,130	(X)
Presentation boxes:								
Quantity	4,726	1,538	(D)	395	(D)	(D)	-	(X)
Value	15,840	3,871	(D)	1,326	(D)	(D)	-	(X)
Package type n.s.k.:[1]								
Quantity	5,343	(X)	(X)	(X)	(X)	(X)	(X)	5,343
Value	6,448	(X)	(X)	(X)	(X)	(X)	(X)	6,448
1984								
Total:[1]								
Quantity	1,810,803	541,935	458,661	452,528	22,222	237,308	95,683	2,466
Value	1,933,797	678,703	525,972	356,954	35,211	251,525	82,793	2,639
Seasonal packages:								
Quantity	277,269	120,135	52,830	51,961	281	48,354	3,708	(X)
Value	283,798	147,820	46,438	47,358	556	37,804	3,822	(X)
Regular size (loose):								
Quantity	501,456	111,944	234,787	63,677	(D)	54,918	(D)	(X)
Value	650,841	192,157	280,985	61,202	(D)	79,993	(D)	(X)
Regular size (multipack):								
Quantity	40,754	13,034	3,381	(D)	(D)	(D)	(D)	(X)
Value	50,403	22,709	5,651	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	(D)	(D)	7,227	(D)	-	(D)	(D)	(X)
Value	(D)	(D)	7,854	(D)	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	27,651	12,169	7,791	(D)	(D)	(D)	(D)	(X)
Value	27,158	12,582	7,895	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	39,935	7,136	(D)	(D)	-	6,405	(D)	(X)
Value	29,145	8,128	(D)	(D)	-	6,343	(D)	(X)
Package:								
Quantity	559,205	180,319	65,830	230,198	10,015	43,411	29,432	(X)
Value	546,317	202,112	80,025	173,583	15,530	48,970	26,097	(X)
Bulk:								
Quantity	342,730	92,488	81,057	80,175	2,302	60,073	26,635	(X)
Value	307,585	82,779	83,774	60,016	3,169	57,285	20,562	(X)
Presentation boxes:								
Quantity	(D)	(D)	(D)	945	(D)	-	-	(X)
Value	(D)	(D)	(D)	3,129	(D)	-	-	(X)
Package type n.s.k.:[1]								
Quantity	2,466	(X)	(X)	(X)	(X)	(X)	(X)	2,466
Value	2,639	(X)	(X)	(X)	(X)	(X)	(X)	2,639

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Data for some granola bar producers have been included for the first time in 1985.
[2] See table 2, footnote 1.

Table 6. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1985 AND 1984

(Thousands of dollars)

Type of customer	1985	1984
Total sales[1]	7,308,474	6,805,109
Merchant wholesalers	3,107,887	3,067,623
Grocery store chains, retail	1,347,165	1,172,698
Drug store chains, retail	693,056	582,544
General merchandise stores (department and variety stores)	818,655	778,643
Manufacturers own retail stores	219,285	229,037
Government/military	135,422	121,914
Other, including export	629,067	548,537
Type of outlet n.s.k.	357,937	r304,113
Resales[1]	186,032	194,815

N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures.

[1]Resales are not included in the summation as they are already included in the detail.

Table 7. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1985 AND 1984

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1985		1984	
	Pounds	Dollars	Pounds	Dollars
Total materials consumed	(X)	2,526,418	(X)	2,395,117
Cocoa beans	284,857	271,318	223,130	226,048
Sugar (cane-beet)	1,678,968	464,076	1,562,449	408,895
Corn sirup	941,922	99,066	1,017,775	121,158
Cocoa butter	175,870	284,070	165,411	274,142
Chocolate coatings:				
Milk and milk products	171,831	203,281	147,795	174,900
Other	111,075	143,316	87,249	113,497
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	34,569	17,511	33,801	19,966
Milk and milk products	(X)	274,245	(X)	272,396
Fats and oils	109,796	61,271	109,966	65,392
Peanuts, shelled basis	292,118	182,150	286,483	187,201
Coconut meat	23,084	12,564	21,562	16,366
Almond kernels	35,022	47,703	34,687	60,241
Other nuts and nut meats (kernels)	19,333	39,051	17,981	33,190
Other edible materials[1]	(X)	258,556	(X)	262,229
Materials n.s.k.	(X)	168,240	(X)	159,496

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1982 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 8. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1985 AND 1984

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Apparent consumption[5]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]	Quantity	Value	Quantity	Value
20652, 20662	Chocolate-type confectionery	1985	2,273,833	4,612,263	31,376	48,925	1.4	1.1	86,706	147,328	2,329,163	4,710,666	3.7	3.1
		1984	2,257,603	4,371,050	35,258	52,199	1.6	1.2	94,217	150,048	2,316,562	4,468,899	4.1	3.4
20653	Nonchocolate-type confectionery	1985	1,807,346	2,181,067	22,664	28,688	1.3	1.3	210,642	184,201	1,995,324	2,336,580	10.6	7.9
		1984	1,810,803	1,933,797	16,995	18,625	0.9	1.0	150,690	136,609	1,944,498	2,051,781	7.7	6.7

Note: Confectionery n.s.k. is excluded from this table.

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and TSUSA import numbers is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	157.1020	157.1020
20662	157.1040	157.1040

[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 145-X, U.S. Imports for Consumption and General Imports.
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all firms in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 250 companies. Small firms for which data in the 1982 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel. Data for about 350 of these small firms are estimated based on the 1982 Census of Manufactures and the trend of establishments reporting annually.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 15 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Revisions include changes to prior period data resulting from reconciliation of the results of this survey with the 1984 Annual Survey of Manufactures to correct differences in reported data between the two series and to identify and verify new establishments included in the scope of this survey. Table 2 presents a comparison of data from the two series by census product class following the reconciliation.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded with Candy, Nuts, or Fruit Center. Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Package Type

Seasonal. Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, coconut cream eggs, Christmas candy canes, Valentine "Heart" boxes.

Year-Round. Packs which are intended for sale all year round.

Regular Size (Loose). Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multi-pack). Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion (Size Loose). Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion (Size Bagged). Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size. Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged. Small pieces of candy packaged in bags, jars, boxes, etc. Examples are window boxes, 8-ounce bags of chewy candy, 16-ounce bags of candy corn.

Bulk. Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation (Boxes). Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Types of Materials

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Also, there are a substantial number of imported commodities which have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation. There are different methods of valuation for the three types of data:

- *Domestic Output*— Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

- *Exports*— Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance and other charges to the export point.
  Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.

- *Imports*— Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output. Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Value Import and Export Transactions. Detailed commodity information is not included for individual export shipments valued at not more than $1,000. Generally, detailed commodity information is not included for individual import shipments valued at not more than $1,000. For textiles and textile products, gloves, footwear, and miscellaneous rubber and plastics products, detailed commodity information is not included for individual import shipments valued at not more than $250. This is believed to have only negligible effects on the statistics for the bulk of the commodities.

Manufacturers' Shipments, Not Specified by Kind. The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports. There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports. Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities. With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage. Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory (includes the 50 States, the District of Columbia, and Puerto Rico).

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 881-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
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New York, New York	(212) 264-3860
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Seattle, Washington	(206) 442-7828

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
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(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
FT410	Monthly	*U.S. Exports—Schedule E—Commodity by Country*
FT135	Monthly	*U.S. General Imports—Schedule A—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	John Streeter	(301) 763-7807

Subject Area	Contact	Phone Number
Foreign Trade publications	Joyce Ware	(301) 763-5140
Census/ASM	Tom Lee	(301) 763-5152
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Foreign Trade Administration	Cornelius F. Kenney	(202) 566-2202

ACKNOWLEDGMENTS

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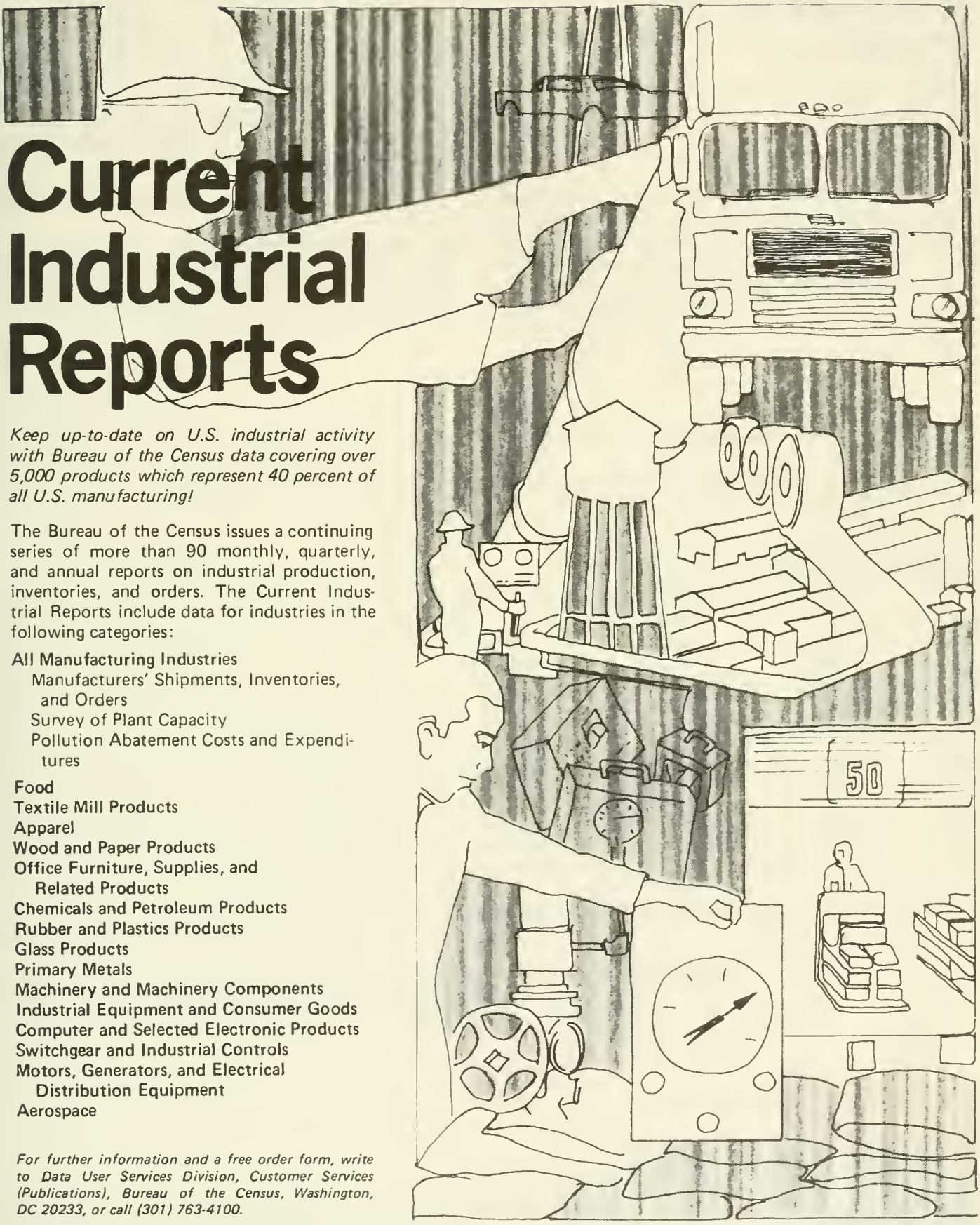
Current Industrial Reports



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Confectionery

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1986
MA20D(86)-1
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SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1986 was $7,315.7 million compared to $7,092.2 million in 1985, an increase of 3.2 percent. The value of chocolate and chocolate type confectionery increased 4.5 percent; the value of nonchocolate confectionery remained about the same. The quantity of chocolate and chocolate type confectionery shipped increased by 0.8 percent, while the quantity of nonchocolate confectionery decreased by 2.0 percent.

A description of the survey methodology and other related information appears on page 6.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1976 TO 1986

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds)	Per capital consumption[1] (dollars)
1986	4,293	7,316	18.8	31.4
985	4,326	7,092	19.1	30.7
1984	4,265	6,610	18.9	28.9
1983	4,064	5,983	17.9	25.7
1982	3,798	5,650	16.7	24.8
1981	3,630	5,171	16.1	22.9
1980	3,488	4,684	16.1	20.9
1979	3,673	4,281	16.6	19.9
1978	3,588	3,847	16.5	18.0
1977	3,700	3,675	17.1	17.1
1976	3,467	2,912	16.4	14.6

[1]Production plus imports minus exports (see table 8) divided by population, including Armed Forces abroad, as of July 1, 1986.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 981 (July 1, 1986 population was 241,596,000).

SEP 1 2 1987

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Judy Dodds, (301) 763-7536

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2. COMPARISON OF VALUES OF SHIPMENTS OF CHOCOLATE AND NONCHOCOLATE CONFECTIONERY, AS REPORTED IN THE MA20D, THE 1985 ANNUAL SURVEY OF MANUFACTURES, AND THE 1982 CENSUS OF MANUFACTURES

(Value in millions of dollars)

Product code	Product description	1985			1982	
			Annual Survey of Manufactures			
		MA20D	Value	Standard error of estimates[1]	MA20D	Census of Manufactures
	Confectionery	7,092.2	7,445.1	(NA)	5,650.2	(NA)
20652 20662	Chocolate and chocolate type	4,608.5	4,804.0	1	3,798.5	3,762.9
20653	Nonchocolate type	2,154.6	2,294.2	3	1,591.0	1,612.7
20650 pt.	Confectionery n.s.k.[2]	329.1	346.9	9	260.7	(NA)

(NA) Not available. N.s.k. Not specified by kind. pt. Part.

[1]The annual survey of manufactures percentage standard errors shown are the approximate relative errors of the estimates of level. A more detailed description of the standard error of estimate is given in the introduction of the annual survey of manufactures, Value of Product Shipments, M85(AS)-2, under "Qualifications of the Data."

[2]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1986 AND 1985

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1986		1985	
	Quantity	Value	Quantity	Value
Shipments	4,292,853	7,315,729	4,326,368	7,092,198
Chocolate and chocolate-type confectionery	2,275,212	4,817,434	2,272,845	4,608,533
Solid	277,723	564,990	278,888	573,151
Solid with inclusions	216,506	561,519	221,219	545,712
Enrobed or molded:				
With candy, fruit, or nut center	1,032,485	2,187,976	1,036,495	2,071,951
With bakery product center	134,849	296,263	136,458	284,666
Panned	446,431	834,922	440,202	788,144
Assortments and other	162,792	362,785	155,348	336,319
Chocolate type n.s.k.	4,426	8,979	4,235	8,590
Nonchocolate-type confectionery	1,818,432	2,158,790	1,855,805	2,154,553
Hard candy	609,095	733,813	629,796	755,756
Chewy candy (including granola bars)	335,926	525,255	370,169	560,061
Soft candy	398,571	363,900	424,397	367,712
Iced coated	27,800	43,600	21,727	35,557
Panned	328,362	378,251	286,604	324,409
Licorice and licorice type	113,236	107,509	117,769	104,610
Nonchocolate type n.s.k.	5,442	6,462	5,343	6,448
Confectionery n.s.k.[1]	199,209	339,505	197,718	329,112

N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 4. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1986 AND 1985

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded: With candy, fruit, or nut center	Enrobed or molded: With bakery product center	Panned	Assortments and other	Type of confectionery n.s.k.
1986								
Total:[1]								
Quantity	2,275,212	277,723	216,506	1,032,485	134,849	446,431	162,792	4,426
Value	4,817,434	564,990	561,519	2,187,976	296,263	834,922	362,785	8,979
Seasonal packages:								
Quantity	185,114	80,062	5,849	50,892	6,513	21,197	20,601	(X)
Value	467,631	188,653	14,431	144,635	19,565	34,140	66,207	(X)
Regular size (loose):								
Quantity	816,144	34,904	(D)	472,082	(D)	(D)	5,957	(X)
Value	1,792,623	88,527	(D)	960,945	(D)	(D)	13,970	(X)
Regular size (multipack):								
Quantity	186,512	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	401,997	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	26,740	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	52,269	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	219,061	(D)	(D)	158,691	(D)	(D)	(D)	(X)
Value	434,045	(D)	(D)	294,741	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	156,093	(D)	43,214	44,717	(D)	(D)	(D)	(X)
Value	315,055	(D)	98,296	73,882	(D)	(D)	(D)	(X)
Package:								
Quantity	425,828	(D)	10,129	65,502	15,376	(D)	(D)	(X)
Value	745,815	(D)	18,199	142,045	26,600	(D)	(D)	(X)
Bulk:								
Quantity	145,991	76,604	3,148	39,076	380	15,926	10,857	(X)
Value	228,331	89,335	8,527	85,143	703	27,490	17,133	(X)
Presentation boxes:								
Quantity	109,303	(D)	(D)	61,389	(D)	(D)	36,459	(X)
Value	370,689	(D)	(D)	208,488	(D)	(D)	121,431	(X)
Package type n.s.k.:[1]								
Quantity	4,426	(X)	(X)	(X)	(X)	(X)	(X)	4,426
Value	8,979	(X)	(X)	(X)	(X)	(X)	(X)	8,979
1985								
Total:[1]								
Quantity	2,272,845	278,888	221,219	1,036,495	136,458	440,202	155,348	4,235
Value	4,608,533	573,151	545,712	2,071,951	284,666	788,144	336,319	8,590
Seasonal packages:								
Quantity	186,951	82,208	(D)	47,390	(D)	19,908	25,967	(X)
Value	461,227	187,556	(D)	144,129	(D)	31,168	64,074	(X)
Regular size (loose):								
Quantity	852,276	35,756	116,025	473,341	(D)	(D)	8,784	(X)
Value	1,703,093	86,666	290,654	876,551	(D)	(D)	19,581	(X)
Regular size (multipack):								
Quantity	195,910	11,999	(D)	123,213	(D)	(D)	(D)	(X)
Value	393,930	29,474	(D)	226,728	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	27,642	(D)	(D)	20,147	(D)	(D)	3,188	(X)
Value	53,224	(D)	(D)	38,163	(D)	(D)	7,374	(X)
Reduced portion (bagged):								
Quantity	215,174	(D)	(D)	155,341	(D)	(D)	(D)	(X)
Value	417,565	(D)	(D)	289,464	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	143,600	(D)	36,859	45,110	(D)	(D)	(D)	(X)
Value	288,385	(D)	90,455	70,859	(D)	(D)	(D)	(X)
Package:								
Quantity	403,706	52,198	13,876	72,530	13,245	(D)	(D)	(X)
Value	701,813	112,785	25,367	142,845	22,912	(D)	(D)	(X)
Bulk:								
Quantity	138,199	74,773	2,732	38,371	212	13,657	8,454	(X)
Value	225,738	102,089	8,424	79,039	425	22,666	13,095	(X)
Presentation boxes:								
Quantity	105,152	(D)	2,646	61,052	(D)	(D)	32,830	(X)
Value	354,968	(D)	10,790	204,173	(D)	(D)	110,174	(X)
Package type n.s.k.:[1]								
Quantity	4,235	(X)	(X)	(X)	(X)	(X)	(X)	4,235
Value	8,590	(X)	(X)	(X)	(X)	(X)	(X)	8,590

(D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 5. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1986 AND 1985

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy including granola bars[1]	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
1986								
Total:[2]								
Quantity	1,818,432	609,095	335,926	398,571	27,800	328,362	113,236	5,442
Value	2,158,790	733,813	525,255	363,900	43,600	378,251	107,509	6,462
Seasonal packages:								
Quantity	321,580	160,151	40,527	52,639	(D)	65,498	(D)	(X)
Value	312,958	161,418	33,764	55,872	(D)	57,634	(D)	(X)
Regular size (loose):								
Quantity	372,817	120,425	76,949	66,890	(D)	67,937	(D)	(X)
Value	633,766	231,586	159,965	71,300	(D)	122,265	(D)	(X)
Regular size (multipack):								
Quantity	151,793	(D)	71,668	(D)	(D)	(D)	(D)	(X)
Value	208,781	(D)	153,665	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	3,867	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	5,523	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	33,083	10,691	(D)	(D)	(D)	(D)	-	(X)
Value	36,951	10,943	(D)	(D)	(D)	(D)	-	(X)
Large/giant size:								
Quantity	27,637	(D)	5,517	7,424	(D)	5,421	(D)	(X)
Value	32,856	(D)	8,215	7,033	(D)	6,117	(D)	(X)
Package:								
Quantity	533,528	165,452	68,619	185,167	(D)	(D)	54,289	(X)
Value	573,468	206,313	88,540	153,466	(D)	(D)	49,656	(X)
Bulk:								
Quantity	363,538	99,584	53,148	79,236	6,750	105,314	19,506	(X)
Value	331,526	90,312	53,471	66,487	9,789	97,821	13,646	(X)
Presentation boxes:								
Quantity	5,147	1,566	(D)	(D)	(D)	(D)	(D)	(X)
Value	16,499	4,220	(D)	(D)	(D)	(D)	(D)	(X)
Package type n.s.k.:[1]								
Quantity	5,442	(X)	(X)	(X)	(X)	(X)	(X)	5,442
Value	6,462	(X)	(X)	(X)	(X)	(X)	(X)	6,462
1985								
Total:[2]								
Quantity	1,855,805	629,796	370,169	424,397	21,727	286,604	117,769	5,343
Value	2,154,553	755,756	560,061	367,712	35,557	324,409	104,610	6,448
Seasonal packages:								
Quantity	335,804	170,617	49,445	55,860	871	57,132	1,879	(X)
Value	320,948	172,740	41,585	54,078	1,478	49,105	1,962	(X)
Regular size (loose):								
Quantity	423,085	148,168	99,041	70,397	(D)	70,190	(D)	(X)
Value	671,205	264,893	184,576	69,694	(D)	111,015	(D)	(X)
Regular size (multipack):								
Quantity	137,863	(D)	73,935	(D)	(D)	(D)	(D)	(X)
Value	193,649	(D)	155,722	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	5,901	1,254	(D)	(D)	(D)	(D)	(D)	(X)
Value	6,229	1,334	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	30,754	15,611	(D)	(D)	(D)	(D)	(D)	(X)
Value	31,660	16,127	(D)	(D)	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	38,299	(D)	7,906	(D)	-	(D)	(D)	(X)
Value	34,012	(D)	9,873	(D)	-	(D)	(D)	(X)
Package:								
Quantity	550,304	144,963	74,954	215,167	10,052	57,879	47,289	(X)
Value	578,745	178,583	94,646	180,459	15,822	65,913	43,322	(X)
Bulk:								
Quantity	323,726	90,623	52,962	62,260	2,538	82,670	32,673	(X)
Value	295,817	84,554	54,493	50,493	3,337	80,810	22,130	(X)
Presentation boxes:								
Quantity	4,726	1,538	(D)	395	(D)	(D)	-	(X)
Value	15,840	3,871	(D)	1,326	(D)	(D)	-	(X)
Package type n.s.k.:[1]								
Quantity	5,343	(X)	(X)	(X)	(X)	(X)	(X)	5,343
Value	6,448	(X)	(X)	(X)	(X)	(X)	(X)	6,448

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Data for some granola bar producers have been included for the first time in 1985.
[2] See table 2, footnote 1.

Table 6. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1986 AND 1985

(Thousands of dollars)

Type of customer	1986	1985
Total sales[1]	7,520,759	7,278,230
Merchant wholesalers	3,196,030	3,049,215
Grocery store chains, retail	1,417,096	1,392,119
Drug store chains, retail	691,443	693,056
General merchandise stores (department and variety stores)	843,627	831,518
Manufacturers own retail stores	230,922	219,285
Government/military	142,611	135,422
Other, including export	655,255	628,503
Type of outlet n.s.k.	343,775	329,112
Resales[1]	205,030	186,032

N.s.k. Not specified by kind.

[1]Resales are not included in the summation as they are already included in the detail.

Table 7. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1986 AND 1985

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1986		1985	
	Pounds	Dollars	Pounds	Dollars
Total materials consumed	(X)	2,496,756	(X)	2,512,613
Cocoa beans	268,351	278,573	284,857	271,318
Sugar (cane-beet)	1,737,668	452,264	1,669,826	461,797
Corn sirup	1,002,583	1[illegible]2,444	934,813	98,450
Cocoa butter	190,233	296,607	175,870	284,070
Chocolate coatings:				
Milk and milk products	169,525	195,235	173,001	203,763
Other	110,020	140,619	110,985	143,247
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	42,115	25,207	34,620	17,494
Milk and milk products	(X)	269,858	(X)	275,267
Fats and oils	105,287	46,809	106,159	59,457
Peanuts, shelled basis	297,461	189,173	292,118	182,150
Coconut meat	19,343	11,076	23,202	12,776
Almond kernels	41,330	56,300	34,353	48,658
Other nuts and nut meats (kernels)	20,527	40,627	19,285	38,581
Other edible materials[1]	(X)	224,786	(X)	246,945
Materials n.s.k.	(X)	167,178	(X)	168,240

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1982 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 8. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1986 AND 1985

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Apparent consumption[5]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]	Quantity	Value	Quantity	Value
20652, 20662	Chocolate-type confectionery	1986	2,275,212	4,817,434	38,174	68,021	1.7	1.4	69,750	145,715	2,306,788	4,895,128	3.0	3.0
		1985	2,272,845	4,608,533	31,376	48,925	1.4	1.1	86,706	147,328	2,328,175	4,706,936	3.7	3.1
20653	Nonchocolate-type confectionery	1986	1,818,432	2,158,790	16,336	17,596	0.9	0.8	228,926	213,153	2,031,022	2,354,347	11.3	9.1
		1985	1,855,805	2,154,553	22,064	28,688	1.2	1.3	210,642	184,201	2,043,783	2,310,066	10.3	8.0

Note: Confectionery n.s.k. is excluded from this table.

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and TSUSA import numbers is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	157.1020	157.1005 157.1010
20662	157.1040	157.1045 157.1050

[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Imports for Consumption.
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all firms in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 250 companies. Small firms for which data in the 1982 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel. Data for about 350 of these small firms are estimated based on the 1982 Census of Manufactures and the trend of establishments reporting annually.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 15 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Revisions include changes to prior period data resulting from reconciliation of the results of this survey with the 1985 Annual Survey of Manufactures to correct differences in reported data between the two series and to identify and verify new establishments included in the scope of this survey. Table 2 presents a comparison of data from the two series by census product class following the reconciliation.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded with Candy, Nuts, or Fruit Center. Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Package Type

Seasonal. Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, coconut cream eggs, Christmas candy canes, Valentine "Heart" boxes.

Year-Round. Packs which are intended for sale all year round.

Regular Size (Loose). Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multi-pack). Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion (Size Loose). Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion (Size Bagged). Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size. Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged. Small pieces of candy packaged in bags, jars, boxes, etc. Examples are window boxes, 8-ounce bags of chewy candy, 16-ounce bags of candy corn.

Bulk. Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation (Boxes). Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Types of Materials

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Also, there are a substantial number of imported commodities which have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation. There are different methods of valuation for the three types of data:

- *Domestic Output*—Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.

- *Exports*—Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance and other charges to the export point.
  Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.

- *Imports*—Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output. Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Value Import and Export Transactions. Detailed commodity information is not included for individual export shipments valued at not more than $1,000. Generally, detailed commodity information is not included for individual import shipments valued at not more than $1,000. For textiles and textile products, gloves, footwear, and miscellaneous rubber and plastics products, detailed commodity information is not included for individual import shipments valued at not more than $250. This is believed to have only negligible effects on the statistics for the bulk of the commodities.

Manufacturers' Shipments, Not Specified by Kind. The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports. There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports. Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities. With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage. Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory (includes the 50 States, the District of Columbia, and Puerto Rico).

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 347-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0621
Denver, Colorado	(303) 236-2200
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(816) 374-4601
Los Angeles, California	(213) 209-6616
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7828

Historical data are also available on microfiche. For further information contact the Bureau of the Census, Data User Services Division, (301) 763-4100.

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
EM546 FT446	Monthly Annually	*U.S. Exports—Schedule B—Commodity by Country*
IM146 FT246	Monthly Annually	*U.S. Imports for Consumption—TSUSA—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	John Streeter	(301) 763-7807

Subject Area	Contact	Phone Number
Foreign Trade	Trade Data Inquiries Staff (FTD)	(301) 763-5140
Classification Systems Comparability	James Kristoff (ESD)	(301) 763-1935
Census/ASM	Ted McGrath	(301) 763-5152
To order a Census Bureau publication	Customer Services (DUSD)	(301) 763-4100
Foreign Trade Administration	Cornelius F. Kenney	(202) 566-2202

ACKNOWLEDGMENTS

This report was prepared in the Industry Division, Bureau of the Census, under the direction of Carole A. Ambler, Chief, Current Nondurables Branch, and Judy Dodds, Chief, Foods Section. John Streeter was directly responsible for the review of the data and preparation of the report. Gaylord E. Worden, Chief of the Division, and Robert N. Tinari, Assistant Chief for Current Industrial Reports, provided overall direction and coordination to this project.

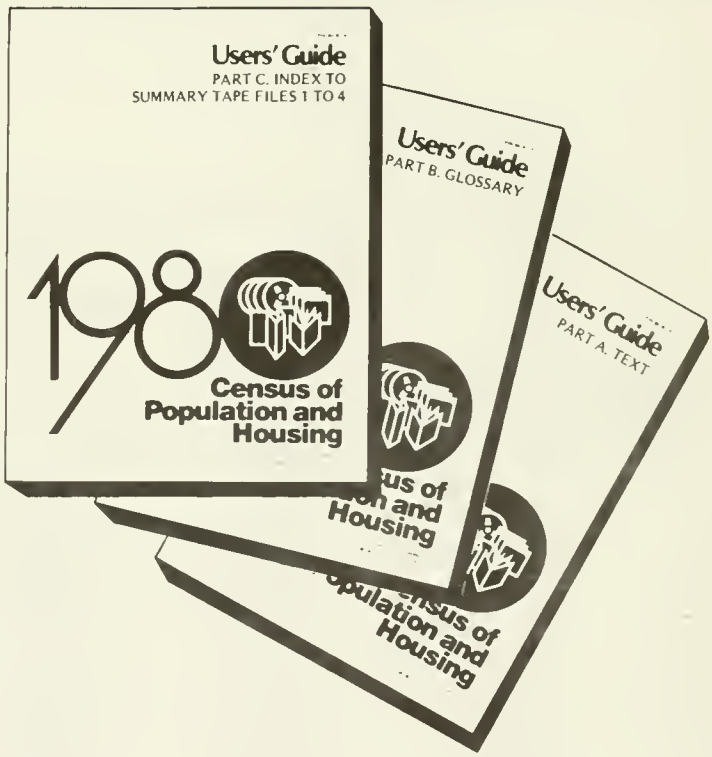
1980 Census of Population and Housing

Users' Guide

The Users' Guide, a reference work on the 1980 census, is now available. It consists of:

- Part A. Text—Covers census data subjects; geographic considerations; reports, tapes, maps, and other products; services available to users; and many other topics.
- Part B. Glossary—Provides detailed definitions of population, housing, geographic, and technical terms.
- Part C. Index to Summary Tape Files 1 to 4—Provides an index, subject-by-subject, to the hundreds of tables in the four major summary tape series. Tells which tables have the desired data and also provides complete descriptions for all tables in these STFs.
- Sources of Assistance—Furnishes addresses and phone numbers of public and private sector organizations offering a variety of products and services, such as tape processing, area profiles, training, and reference assistance.
- Updates—Provide "Part A. Text" revisions on new developments relating to the 1980 census.

Other parts, including an index to reports, are planned for publication later.



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Confectionery

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1987

U.S. Department of Commerce
BUREAU OF THE CENSUS

MA20D(87)-1
Issued October 1988

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1987 was $7,726.7 million compared to $7,280.4 million in 1986, an increase of 6.1 percent. The value of chocolate and chocolate type confectionery increased 8.6 percent; the value of nonchocolate confectionery remained about the same. The quantity of chocolate and chocolate type confectionery shipped increased by 2.0 percent, while the quantity of nonchocolate confectionery increased by 2.7 percent.

A description of the survey methodology and other related information appears on page 6.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1977 TO 1987

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds)	Per capita consumption[1] (dollars)
1987	4,250	7,726	18.3	32.5
1986	4,201	7,280	18.4	31.3
1985	4,326	7,092	19.1	30.7
1984	4,265	6,610	18.9	28.9
1983	4,064	5,983	17.9	25.7
1982	3,798	5,650	16.7	24.8
1981	3,630	5,171	16.1	22.9
1980	3,488	4,684	16.1	20.9
1979	3,673	4,281	16.6	19.9
1978	3,588	3,847	16.5	18.0
1977	3,700	3,675	17.1	17.1

[1] Production plus imports minus exports (see table 8) divided by population, including Armed Forces abroad, as of July 1, 1987.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 1029 (July 1, 1987 population was 243,915,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Valerie C. Strang, (301) 763-7108.

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2. COMPARISON OF VALUES OF SHIPMENTS OF CHOCOLATE AND NONCHOCOLATE CONFECTIONERY, AS REPORTED IN THE MA200, THE 1986 ANNUAL SURVEY OF MANUFACTURES, AND THE 1982 CENSUS OF MANUFACTURES

(Value in millions of dollars)

Product code	Product description	1986			1982	
			Annual Survey of Manufactures			
		MA200	Value	Standard error of estimates[1]	MA200	Census of Manufactures
	Confectionery	7,280.4	7,764.8	18	5,650.2	(NA)
20652 20662	Chocolate and chocolate type	4,856.4	4,958.0	3	3,798.5	3,762.9
20653	Nonchocolate type	2,084.5	2,401.6	2	1,591.0	1,612.7
20650 pt.	Confectionery n.s.k.[2]	339.5	405.2	13	260.7	(NA)

(NA) Not available. N.s.k. Not specified by kind. pt. Part.

[1]The annual survey of manufactures percentage standard errors shown are the approximate relative errors of the estimates of level. A more detailed description of the standard error of estimate is given in the introduction of the annual survey of manufactures, Value of Product Shipments, M86(AS)-2, under "Qualifications of the Data."

[2]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1987 AND 1986

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1987		1986	
	Quantity	Value	Quantity	Value
Shipments	4,250,287	7,726,724	4,200,851	7,280,404
Chocolate and chocolate-type confectionery	2,347,410	5,272,357	2,305,190	4,856,399
Solid	275,747	623,478	262,851	554,204
Solid with inclusions	254,779	654,123	238,384	600,428
Enrobed or molded:				
With candy, fruit, or nut center	1,106,313	2,371,029	1,084,412	2,161,436
With bakery product center	153,632	313,681	137,825	277,333
Panned	412,957	859,856	436,494	820,555
Assortments and other	139,475	440,442	140,798	433,464
Chocolate type n.s.k.	4,507	9,748	4,426	8,979
Nonchocolate-type confectionery	1,701,111	2,094,049	1,696,452	2,084,500
Hard candy	584,325	786,350	547,041	751,538
Chewy candy (including granola bars)	255,708	391,226	308,855	478,673
Soft candy	362,897	328,096	367,384	320,286
Iced coated	41,604	63,535	30,261	47,470
Panned	315,752	369,707	327,478	372,569
Licorice and licorice type	135,368	148,643	109,991	107,502
Nonchocolate type n.s.k.	5,457	6,492	5,442	6,462
Confectionery n.s.k.[1]	201,766	360,318	199,209	339,505

N.s.k. Not specified by kind.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 4. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1987 AND 1986

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded: With candy, fruit, or nut center	Enrobed or molded: With bakery product center	Panned	Assortments and other	Type of confectionery n.s.k.
1987								
Total:[1]								
Quantity	2,347,410	275,747	254,779	1,106,313	153,632	412,957	139,475	4,507
Value	5,272,357	623,478	654,123	2,371,029	313,681	859,856	440,442	9,748
Seasonal packages:								
Quantity	236,755	99,065	(D)	50,963	(D)	45,777	31,648	(X)
Value	593,273	230,594	(D)	130,384	(D)	96,340	113,878	(X)
Regular size (loose):								
Quantity	835,128	43,630	127,480	464,841	(D)	(D)	8,104	(X)
Value	1,923,623	103,975	342,968	1,016,208	(D)	(D)	19,528	(X)
Regular size (multipack):								
Quantity	172,433	(D)	(D)	110,426	(D)	(D)	(D)	(X)
Value	398,496	(D)	(D)	240,504	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	30,640	(D)	(D)	26,100	-	(D)	(D)	(X)
Value	57,470	(D)	(D)	46,379	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	213,952	(D)	(D)	150,170	(D)	(D)	(D)	(X)
Value	477,222	(D)	(D)	327,509	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	162,582	(D)	54,129	36,752	(D)	(D)	1,412	(X)
Value	366,104	(D)	130,692	77,127	(D)	(D)	3,143	(X)
Package:								
Quantity	465,556	64,803	(D)	169,939	37,565	172,218	(D)	(X)
Value	817,902	132,850	(D)	267,461	52,856	324,968	(D)	(X)
Bulk:								
Quantity	115,848	29,354	8,888	53,332	607	16,879	6,788	(X)
Value	229,176	58,890	13,950	105,800	1,054	31,741	17,741	(X)
Presentation boxes:								
Quantity	109,009	3,366	(D)	43,790	(D)	(D)	58,922	(X)
Value	399,343	12,529	(D)	159,657	(D)	(D)	213,555	(X)
Package type n.s.k.:[1]								
Quantity	4,507	(X)	(X)	(X)	(X)	(X)	(X)	4,507
Value	9,748	(X)	(X)	(X)	(X)	(X)	(X)	9,748
1986								
Total:[1]								
Quantity	2,305,190	262,851	238,384	1,084,412	137,825	436,494	140,798	4,426
Value	4,856,399	554,204	600,428	2,161,436	277,333	820,555	433,464	8,979
Seasonal packages:								
Quantity	184,625	79,979	(D)	42,201	(D)	21,197	31,045	(X)
Value	458,057	188,402	(D)	98,918	(D)	34,140	113,468	(X)
Regular size (loose):								
Quantity	831,137	35,478	127,798	467,828	(D)	(D)	6,386	(X)
Value	1,803,836	89,380	331,836	943,264	(D)	(D)	13,019	(X)
Regular size (multipack):								
Quantity	179,506	(D)	(D)	108,823	(D)	(D)	(D)	(X)
Value	380,548	(D)	(D)	210,302	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	26,584	(D)	(D)	23,811	(D)	(D)	(D)	(X)
Value	51,978	(D)	(D)	43,679	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	219,050	(D)	(D)	158,680	(D)	(D)	(D)	(X)
Value	431,825	(D)	(D)	292,881	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	148,291	(D)	43,214	37,016	(D)	(D)	(D)	(X)
Value	313,356	(D)	98,296	73,403	(D)	(D)	(D)	(X)
Package:								
Quantity	458,897	(D)	10,040	155,404	26,541	207,268	(D)	(X)
Value	794,332	(D)	18,140	265,464	40,130	343,667	(D)	(X)
Bulk:								
Quantity	140,750	60,364	6,832	49,029	397	16,579	7,549	(X)
Value	230,750	72,635	13,220	96,692	721	29,101	18,381	(X)
Presentation boxes:								
Quantity	111,924	2,973	(D)	41,620	(D)	(D)	63,876	(X)
Value	382,738	11,644	(D)	136,833	(D)	(D)	220,097	(X)
Package type n.s.k.:[1]								
Quantity	4,426	(X)	(X)	(X)	(X)	(X)	(X)	4,426
Value	8,979	(X)	(X)	(X)	(X)	(X)	(X)	8,979

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 5. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1987 AND 1986

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy including granola bars[1]	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
1987								
Total:[1]								
Quantity	1,701,111	584,325	255,708	362,897	41,604	315,752	135,368	5,457
Value	2,094,049	786,350	391,226	328,096	63,535	369,707	148,643	6,492
Seasonal packages:								
Quantity	243,685	110,117	22,159	49,418	(D)	57,620	(D)	(X)
Value	287,733	150,337	22,869	54,159	(D)	49,371	(D)	(X)
Regular size (loose):								
Quantity	329,646	112,663	54,933	29,841	(D)	64,642	(D)	(X)
Value	537,657	175,185	119,626	47,286	(D)	111,025	(D)	(X)
Regular size (multipack):								
Quantity	84,168	33,621	24,975	113	1,699	23,576	184	(X)
Value	154,526	95,486	35,268	150	2,897	20,447	278	(X)
Reduced portion (loose):								
Quantity	16,894	9,004	2,527	1,251	983	1,614	1,515	(X)
Value	21,220	12,207	3,271	946	1,103	1,947	1,746	(X)
Reduced portion (bagged):								
Quantity	18,310	(D)	653	2,456	101	(D)	-	(X)
Value	23,817	(D)	2,179	3,905	206	(D)	-	(X)
Large/giant size:								
Quantity	27,562	(D)	(D)	(D)	(D)	6,389	(D)	(X)
Value	33,782	(D)	(D)	(D)	(D)	7,552	(D)	(X)
Package:								
Quantity	594,686	197,786	79,709	193,196	(D)	(D)	59,448	(X)
Value	654,031	241,116	121,430	146,233	(D)	(D)	57,154	(X)
Bulk:								
Quantity	372,993	101,923	60,124	80,753	7,685	104,928	17,580	(X)
Value	350,848	92,249	60,554	67,282	12,377	102,193	16,193	(X)
Presentation boxes:								
Quantity	7,710	1,978	(D)	(D)	(D)	(D)	(D)	(X)
Value	23,943	4,204	(D)	(D)	(D)	(D)	(D)	(X)
Package type n.s.k.:								
Quantity	5,457	(X)	(X)	(X)	(X)	(X)	(X)	5,457
Value	6,492	(X)	(X)	(X)	(X)	(X)	(X)	6,492
1986								
Total:[1]								
Quantity	1,696,452	547,041	308,855	367,384	30,261	327,478	109,991	5,442
Value	2,084,500	751,538	478,673	320,286	47,470	372,569	107,502	6,462
Seasonal packages:								
Quantity	277,253	133,355	22,552	52,910	(D)	65,671	(D)	(X)
Value	304,731	164,175	23,441	56,112	(D)	56,733	(D)	(X)
Regular size (loose):								
Quantity	316,170	116,476	66,212	30,109	(D)	62,793	(D)	(X)
Value	550,829	224,034	127,862	42,604	(D)	108,645	(D)	(X)
Regular size (multipack):								
Quantity	96,015	(D)	45,759	(D)	(D)	(D)	(D)	(X)
Value	166,179	(D)	93,228	(D)	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	3,820	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	4,822	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	30,186	10,457	(D)	(D)	(D)	(D)	-	(X)
Value	33,959	10,867	(D)	(D)	(D)	(D)	-	(X)
Large/giant size:								
Quantity	27,586	(D)	5,508	7,424	(D)	5,379	(D)	(X)
Value	32,451	(D)	8,195	7,033	(D)	5,774	(D)	(X)
Package:								
Quantity	568,598	163,815	98,024	190,351	(D)	(D)	54,289	(X)
Value	628,077	211,447	146,639	138,206	(D)	(D)	49,649	(X)
Bulk:								
Quantity	366,281	99,797	52,982	79,375	9,500	108,366	16,261	(X)
Value	340,503	90,199	53,374	66,589	14,753	101,942	13,646	(X)
Presentation boxes:								
Quantity	5,101	1,566	(D)	(D)	(D)	(D)	(D)	(X)
Value	16,487	4,220	(D)	(D)	(D)	(D)	(D)	(X)
Package type n.s.k.:[1]								
Quantity	5,442	(X)	(X)	(X)	(X)	(X)	(X)	5,442
Value	6,462	(X)	(X)	(X)	(X)	(X)	(X)	6,462

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 6. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1987 AND 1986

(Thousands of dollars)

Type of customer	1987	1986
Total sales[1]	7,955,637	7,513,176
Merchant wholesalers	3,203,185	3,144,443
Grocery store chains, retail	1,583,773	1,449,842
Drug store chains, retail	720,816	701,853
General merchandise stores (department and variety stores)	939,601	859,928
Manufacturers own retail stores	297,288	241,616
Government/military	146,998	143,762
Other, including export	678,371	660,614
Type of outlet n.s.k.	385,605	454,880
Resales[1]	228,913	232,772

N.s.k. Not specified by kind.

[1]Resales are not included in the summation as they are already included in the detail.

Table 7. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1987 AND 1986

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1987		1986	
	Pounds	Dollars	Pounds	Dollars
Materials consumed	(X)	2,727,472	(X)	2,486,499
Cocoa beans	280,623	279,216	261,085	271,536
Sugar (cane-beet)	1,823,187	473,796	1,740,942	456,074
Corn sirup	1,102,644	106,263	1,005,528	102,990
Cocoa butter	205,607	331,249	189,454	294,453
Chocolate coatings:				
Milk and milk products	177,963	203,006	171,310	194,312
Other	135,957	175,054	109,334	140,092
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	73,295	36,185	63,146	34,346
Milk and milk products	(X)	323,382	(X)	268,547
Fats and oils	115,578	44,876	105,123	45,720
Peanuts, shelled basis	307,779	207,925	301,971	191,786
Coconut meat	23,739	13,582	17,996	9,107
Almond kernels	45,360	84,858	41,263	57,097
Other nuts and nut meats (kernels)	21,187	46,470	21,242	42,259
Other edible materials[1]	(X)	219,163	(X)	211,002
Materials n.s.k.	(X)	183,447	(X)	167,178

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1982 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 8. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1987 AND 1986

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Apparent consumption[5]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]	Quantity	Value	Quantity	Value
20652, 20662	Chocolate-type confectionery	1987	2,347,410	5,272,357	42,377	77,422	1.8	1.5	74,697	139,164	2,379,730	5,334,099	3.1	2.6
		1986	2,305,190	4,856,399	38,174	68,021	1.7	1.4	69,750	145,715	2,336,766	4,934,093	3.0	3.0
20653	Nonchocolate-type confectionery	1987	1,701,111	2,094,049	21,586	24,804	1.3	1.2	211,449	166,631	1,890,974	2,235,876	11.2	7.4
		1986	1,696,452	2,084,500	16,336	17,596	1.0	0.8	228,926	213,153	1,909,042	2,280,057	12.0	9.3

Note: Confectionery n.s.k. is excluded from this table.

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and TSUSA import numbers is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	157.1020	157.1005 157.1010
20662	157.1040	157.1045 157.1050

[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Imports for Consumption.
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all manufacturers in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 300 companies. Small firms for which data in the 1982 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 10 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Revisions include changes to prior period data resulting from reconciliation of the results of this survey with the 1986 Annual Survey of Manufactures to correct differences in reported data between the two series and to identify and verify new establishments included in the scope of this survey. Table 2 presents a comparison of data from the two series by census product class following the reconciliation.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded with Candy, Nuts, or Fruit Center. Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, and sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Seasonal. Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, Christmas candy canes, and Valentine "Heart" boxes.

Year-Round. Packs which are intended for sale all year round.

Regular Size (Loose). Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multi-Pack). Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4-packs.

Reduced Portion Size (Loose). Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion Size (Bagged). Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size. Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged. Small pieces of candy packaged in bags, jars, boxes, etc. Examples are window boxes, 8-ounce bags of chewy candy, 16-ounce bags of candy corn.

Bulk. Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation Boxes. Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Also, there are a substantial number of imported commodities which have no comparable domestic output classification. The relationships shown in this report

should be considered only as approximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation. There are different methods of valuation for the three types of data:

- *Domestic Output.* Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.
- *Exports.* Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance and other charges to the export point.

  Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.
- *Imports.* Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output. Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at four-digit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Value Import and Export Transactions. Detailed commodity information is not included for individual export shipments valued at not more than $1,500. Generally, detailed commodity information is not included for individual import shipments valued at not more than $1,000. For textiles and textile products, gloves, footwear, and miscellaneous rubber and plastics products, detailed commodity information is not included for individual import shipments valued at not more than $250. This is believed to have only negligible effects on the statistics for the bulk of the commodities.

Manufacturers' Shipments, Not Specified by Kind. The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports. There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports. Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities. With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage. Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory (includes the 50 States, the District of Columbia, and Puerto Rico).

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 347-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0621
Denver, Colorado	(303) 236-2200
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(816) 374-4601
Los Angeles, California	(213) 209-6616
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7828

Historical data are also available on microfiche. For further information contact the Bureau of the Census, Data User Services Division, (301) 763-4100.

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
EM 546 FT 446	Monthly Annually	*U.S. Exports—Schedule B—Commodity by Country*
IM 146 FT 246	Monthly Annually	*U.S. Imports for Consumption—TSUSA—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	Valerie Strang	(301) 763-5809
Foreign Trade	Trade Data Inquiries Staff (FTD)	(301) 763-5140
Classification Systems Comparability	James Kristoff (ESD)	(301) 763-1935
Census/ASM	Ted McGrath	(301) 763-5152
To order a Current Industrial Report	Superintendent of Documents (GPO)	(202) 783-3238
To subscribe to a Census Bureau publication	Superintendent of Documents (GPO)	(202) 275-3054
Foreign Trade Administration	Cornelius F. Kenney	(202) 566-2202

ACKNOWLEDGMENTS

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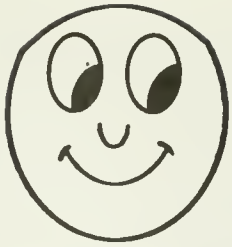

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Confectionery

1988

U.S. Department of Commerce
BUREAU OF THE CENSUS

MA20D(88)-1
Issued December 1989

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1988 was $8,380.1 million compared to $7,678.7 million in 1987, an increase of 9.1 percent. The value of chocolate and chocolate type confectionery increased by 7.6 percent; the value of nonchocolate confectionery increased by 12.7 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 3.8 percent, while the quantity of nonchocolate confectionery increased by 9.8 percent.

A description of the survey methodology and related information appears on page 6.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1978 TO 1988

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds)	Per capita consumption[1] (dollars)
1988	4,502	8,380	19.0	34.6
1987	4,231	7,678	18.3	32.3
1986	4,201	7,280	18.4	31.3
1985	4,326	7,092	19.1	30.7
1984	4,265	6,610	18.9	28.9
1983	4,064	5,983	17.9	25.7
1982	3,798	5,650	16.7	24.8
1981	3,630	5,171	16.1	22.9
1980	3,488	4,684	16.1	20.9
1979	3,673	4,281	16.6	19.9
1978	3,588	3,847	16.5	18.0

[1] Production plus imports minus exports (see table 8) divided by population, including Armed Forces abroad, as of July 1, 1988.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 1029 (July 1, 1988 population was 246,329,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Andrew Kraynak (301) 763-7837.

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1988 AND 1987

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1988		1987	
	Quantity	Value	Quantity	Value
Shipments	4,501,804	8,380,089	4,230,584	7,678,746
Chocolate and chocolate-type confectionery	2,444,896	5,690,834	2,353,773	5,285,159
Solid	306,544	657,020	275,386	623,167
Solid with inclusions	228,059	615,900	254,670	649,057
Enrobed or molded:				
With candy, fruit, or nut center	1,151,070	2,625,564	1,108,297	2,376,881
With bakery product center	186,356	373,816	150,581	309,770
Panned	413,136	917,145	412,912	859,656
Assortments and other	147,644	473,828	140,082	441,009
Chocolate type n.s.k.	12,087	27,561	11,845	25,619
Nonchocolate-type confectionery	1,907,155	2,414,980	1,736,080	2,142,266
Hard candy	635,167	948,239	592,072	800,181
Chewy candy (including granola bars)	314,249	488,589	304,267	461,820
Soft candy	456,232	397,587	329,676	277,159
Iced coated	50,206	73,539	41,604	63,535
Panned	298,620	339,812	315,166	369,230
Licorice and licorice type	132,507	141,577	134,191	146,756
Nonchocolate type n.s.k.	20,174	25,637	19,104	23,585
Confectionery n.s.k.[1]	149,753	274,275	140,731	251,321

N.s.k. Not specified by kind.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. QUANTITY AND VALUE OF SHIPMENTS OF CHOCOLATE AND CHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1988 AND 1987

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Solid	Solid with inclusions	Enrobed or molded: With candy, fruit, or nut center	Enrobed or molded: With bakery product center	Panned	Assortments and other	Type of confectionery n.s.k.
1988								
Total:[1]								
Quantity	2,444,896	306,544	228,059	1,151,070	186,356	413,136	147,644	12,087
Value	5,690,834	657,020	615,900	2,625,564	373,816	917,145	473,828	27,561
Seasonal packages:								
Quantity	267,196	103,639	(D)	64,662	(D)	51,953	37,829	(X)
Value	702,685	249,667	(D)	162,739	(D)	124,789	134,113	(X)
Regular size (loose):								
Quantity	841,236	43,388	121,320	465,157	(D)	(D)	6,279	(X)
Value	2,047,771	111,461	327,306	1,102,824	(D)	(D)	15,675	(X)
Regular size (multipack):								
Quantity	174,137	(D)	(D)	111,409	(D)	(D)	(D)	(X)
Value	401,350	(D)	(D)	245,372	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	32,320	(D)	(D)	26,210	-	(D)	(D)	(X)
Value	63,079	(D)	(D)	47,260	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	188,119	(D)	(D)	115,189	(D)	(D)	(D)	(X)
Value	494,156	(D)	(D)	326,899	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	200,472	(D)	(D)	64,342	(D)	(D)	(D)	(X)
Value	438,145	(D)	(D)	125,341	(D)	(D)	(D)	(X)
Package:								
Quantity	466,866	72,418	5,948	198,899	46,423	(D)	9,654	(X)
Value	841,876	141,540	14,457	330,827	62,028	(D)	18,367	(X)
Bulk:								
Quantity	148,128	50,124	3,648	55,842	529	29,671	8,314	(X)
Value	262,628	67,833	7,435	119,900	861	46,668	19,931	(X)
Presentation boxes:								
Quantity	114,335	2,016	2,369	49,360	(D)	(D)	58,408	(X)
Value	411,583	7,782	7,577	164,402	(D)	(D)	224,772	(X)
Package type n.s.k.:[1]								
Quantity	12,087	(X)	(X)	(X)	(X)	(X)	(X)	12,087
Value	27,561	(X)	(X)	(X)	(X)	(X)	(X)	27,561
1987								
Total:[1]								
Quantity	2,353,773	275,386	254,670	1,108,297	150,581	412,912	140,082	11,845
Value	5,285,159	623,167	649,057	2,376,881	309,770	859,656	441,009	25,619
Seasonal packages:								
Quantity	236,563	98,940	(D)	50,906	(D)	45,777	31,646	(X)
Value	592,627	230,288	(D)	130,091	(D)	96,340	113,863	(X)
Regular size (loose):								
Quantity	836,290	43,629	129,226	464,258	(D)	(D)	8,104	(X)
Value	1,917,515	103,969	342,503	1,010,573	(D)	(D)	19,526	(X)
Regular size (multipack):								
Quantity	172,232	(D)	(D)	110,231	(D)	(D)	(D)	(X)
Value	397,223	(D)	(D)	239,255	(D)	(D)	(D)	(X)
Reduced portion (loose):								
Quantity	30,395	(D)	(D)	25,884	-	(D)	(D)	(X)
Value	56,146	(D)	(D)	45,200	-	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	213,952	(D)	(D)	150,170	(D)	(D)	(D)	(X)
Value	477,222	(D)	(D)	327,509	(D)	(D)	(D)	(X)
Large/giant size:								
Quantity	161,503	(D)	52,285	36,752	(D)	(D)	1,412	(X)
Value	361,640	(D)	126,228	77,127	(D)	(D)	3,143	(X)
Package:								
Quantity	463,144	64,804	(D)	170,573	34,514	172,192	(D)	(X)
Value	816,302	132,850	(D)	269,834	48,918	324,862	(D)	(X)
Bulk:								
Quantity	111,503	29,354	8,888	48,369	607	16,879	7,406	(X)
Value	230,268	58,882	13,950	106,253	1,054	31,741	18,388	(X)
Presentation boxes:								
Quantity	116,346	3,366	(D)	51,154	(D)	(D)	58,914	(X)
Value	410,597	12,549	(D)	171,039	(D)	(D)	213,501	(X)
Package type n.s.k.:[1]								
Quantity	11,845	(X)	(X)	(X)	(X)	(X)	(X)	11,845
Value	25,619	(X)	(X)	(X)	(X)	(X)	(X)	25,619

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 4. QUANTITY AND VALUE OF SHIPMENTS OF NONCHOCOLATE-TYPE CONFECTIONERY, BY TYPE OF PRODUCT AND PACKAGE: 1988 AND 1987

(Quantity in thousands of pounds; value in thousands of dollars)

Product/package	Total	Hard candy	Chewy candy including granola bars[1]	Soft candy	Iced coated	Panned	Licorice and licorice type	Type of confectionery n.s.k.
1988								
Total:[1]								
Quantity	1,907,155	635,167	314,249	456,232	50,206	298,620	132,507	20,174
Value	2,414,980	948,239	488,589	397,587	73,539	339,812	141,577	25,637
Seasonal packages:								
Quantity	280,357	135,220	20,902	51,185	(D)	67,861	(D)	(X)
Value	330,873	189,524	21,577	53,246	(D)	56,917	(D)	(X)
Regular size (boxes):								
Quantity	352,681	131,116	78,946	20,292	(D)	64,357	(D)	(X)
Value	606,866	239,647	156,225	31,189	(D)	106,440	(D)	(X)
Regular size (multipack):								
Quantity	96,345	35,866	27,327	(D)	(D)	(D)	-	(X)
Value	193,632	126,340	39,237	(D)	(D)	(D)	-	(X)
Reduced portion (boxes):								
Quantity	11,321	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	19,089	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	20,120	(D)	4,031	3,293	(D)	(D)	-	(X)
Value	27,783	(D)	7,823	3,991	(D)	(D)	-	(X)
Large/giant size:								
Quantity	37,048	(D)	(D)	(D)	(D)	9,335	(D)	(X)
Value	46,270	(D)	(D)	(D)	(D)	11,310	(D)	(X)
Package:								
Quantity	681,939	192,424	108,901	263,815	(D)	(D)	50,716	(X)
Value	776,493	257,233	169,871	216,243	(D)	(D)	45,319	(X)
Bulk:								
Quantity	396,555	113,504	57,973	111,676	27,653	67,621	18,128	(X)
Value	355,864	101,421	57,736	83,886	29,374	66,515	16,932	(X)
Presentation boxes:								
Quantity	10,615	2,910	(D)	(D)	(D)	(D)	-	(X)
Value	32,473	7,579	(D)	(D)	(D)	(D)	-	(X)
Package type n.a.k.:								
Quantity	20,174	(X)	(X)	(X)	(X)	(X)	(X)	20,174
Value	25,637	(X)	(X)	(X)	(X)	(X)	(X)	25,637
1987								
Total:[1]								
Quantity	1,736,080	592,072	r304,267	r329,676	41,604	315,166	134,191	19,104
Value	2,142,266	800,181	r461,820	r277,159	63,535	369,230	146,756	23,585
Seasonal packages:								
Quantity	249,184	115,848	22,159	49,418	(D)	57,388	(D)	(X)
Value	297,051	159,846	22,869	54,159	(D)	49,180	(D)	(X)
Regular size (boxes):								
Quantity	345,716	113,967	r89,985	r9,556	(D)	64,642	(D)	(X)
Value	555,534	176,830	r170,058	r13,086	(D)	111,025	(D)	(X)
Regular size (multipack):								
Quantity	85,450	(D)	26,257	(D)	(D)	(D)	184	(X)
Value	156,563	(D)	35,268	(D)	(D)	(D)	278	(X)
Reduced portion (boxes):								
Quantity	16,894	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Value	21,220	(D)	(D)	(D)	(D)	(D)	(D)	(X)
Reduced portion (bagged):								
Quantity	18,310	(D)	r2,914	(D)	(D)	(D)	-	(X)
Value	27,430	(D)	r5,792	(D)	(D)	(D)	-	(X)
Large/giant size:								
Quantity	27,965	5,969	7,352	4,858	(D)	(D)	(D)	(X)
Value	33,993	4,053	12,119	5,612	(D)	(D)	(D)	(X)
Package:								
Quantity	592,869	198,068	r88,866	183,212	(D)	(D)	58,272	(X)
Value	651,282	241,117	r136,263	130,766	(D)	(D)	55,267	(X)
Bulk:								
Quantity	372,694	102,014	59,946	80,754	7,685	104,715	17,580	(X)
Value	351,034	92,536	60,421	67,327	12,377	102,180	16,193	(X)
Presentation boxes:								
Quantity	7,894	2,044	(D)	319	345	(D)	865	(X)
Value	24,574	4,556	(D)	1,208	1,584	(D)	1,218	(X)
Package type n.s.k.:								
Quantity	19,104	(X)	(X)	(X)	(X)	(X)	(X)	19,104
Value	23,585	(X)	(X)	(X)	(X)	(X)	(X)	23,585

- Represents zero. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. r Revised by 5 percent or more from previously published figures. (X) Not applicable.

[1] Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 5. CONFECTIONERY SALES INCLUDING RESALES, BY TYPE OF CUSTOMER: 1988 AND 1987

(Thousands of dollars)

Type of customer	1988	1987
Total sales[1]	8,660,366	7,873,047
Merchant wholesalers	3,412,486	3,202,592
Grocery store chains, retail	1,487,931	1,582,702
Drug store chains, retail	779,594	723,636
General merchandise stores (department and variety stores)	985,286	940,634
Manufacturers own retail stores	298,427	292,860
Government/military	147,668	147,250
Other, including export	810,573	679,637
Type of outlet n.s.k.	738,401	303,736
Resales[1]	280,277	194,301

N.s.k. Not specified by kind.

[1]Resales are not included in the summation as they are already included in the detail.

Table 6. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1988 AND 1987

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1988		1987	
	Pounds	Dollars	Pounds	Dollars
Materials consumed	(X)	2,610,914	(X)	2,530,590
Cocoa beans	286,066	266,101	270,163	268,756
Sugar (cane-beet)	1,801,529	466,380	1,822,973	473,682
Corn sirup	1,151,620	118,365	1,100,245	106,185
Cocoa butter	290,951	349,709	204,459	328,724
Chocolate coatings:				
Milk and milk products	192,497	212,588	180,442	206,335
Other	133,711	167,188	135,906	174,980
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats other than cocoa butter)	55,974	20,921	73,295	36,185
Milk and milk products	(X)	317,806	(X)	321,733
Fats and oils	127,973	48,131	115,495	44,832
Peanuts, shelled basis	331,120	194,584	305,397	206,760
Coconut meat	28,484	15,872	23,725	13,573
Almond kernels	38,997	59,638	45,209	84,567
Other nuts and nut meats (kernels)	15,042	32,973	20,377	43,305
Other edible materials[1]	(X)	289,254	(X)	203,769
Materials n.s.k.	(X)	237,164	(X)	17,104

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1982 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 7. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1988 AND 1987

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Apparent consumption[5]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]	Quantity	Value	Quantity	Value
20652, 20662	Chocolate-type confectionery	1988	2,444,896	5,690,834	64,187	121,245	2.6	2.1	62,015	120,904	2,442,724	5,690,493	2.5	2.1
		1987	2,353,773	5,285,159	42,377	77,422	1.8	1.4	74,697	139,164	2,386,093	5,346,901	3.1	2.6
20653	Nonchocolate-type confectionery	1988	1,907,155	2,414,980	28,679	32,622	1.5	1.3	201,447	176,424	2,079,923	2,558,782	9.6	6.9
		1987	1,736,080	2,142,266	21,586	24,804	1.2	1.1	211,449	166,631	1,925,943	2,284,093	10.9	7.2

Note: Confectionery n.s.k. is excluded from this table.

[1]Comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and TSUSA import numbers is as follows:

Domestic output	Exports	Imports
20652	156.2720	156.3020
20653	157.1020	157.1005 157.1010
20662	157.1040	157.1045 157.1050

[2]Source: Bureau of the Census report EM 546, U.S. Exports.
[3]Source: Bureau of the Census report IM 146, U.S. Imports for Consumption.
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all manufacturers in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 300 companies. Small firms for which data in the 1987 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 10 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Revisions include changes to prior period data resulting from reconciliation of the results of this survey with the 1987 Census of Manufactures to correct differences in reported data between the two series and to identify and verify new establishments included in the scope of this survey.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded with Candy, Nuts, or Fruit Center. Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, and sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Seasonal. Packs which are specifically designed for a particular season or holiday. Examples are Easter cream eggs, Christmas candy canes, and Valentine "Heart" boxes.

Year-Round. Packs which are intended for sale all year round.

Regular Size (Loose). Regular size individual portions, wrapped for individual retail sale. Packaging may be bags, wraps, rolls, pouches, boxes. Examples are vend size, long count, 24-count display boxes.

Regular Size (Multi-Pack). Regular size but over-wrapped in multiples for retail sale. Examples are 6-packs, 4packs.

Reduced Portion Size (Loose). Scaled-down or miniature version of regular size packed as a "changemaker" item for individual retail sale.

Reduced Portion Size (Bagged). Scaled-down or miniature version of regular size packed in bags for retail sale. Portions so packed are not intended for retail sale individually.

Large/Giant Size. Large size intended for individual sale. Examples are large or giant bars in 8-ounce sizes, special concession packs for sale through theaters, etc.

Packaged. Small pieces of candy packaged in bags, jars, boxes, etc. Examples are window boxes, 8-ounce bags of chewy candy, 16-ounce bags of candy corn.

Bulk. Candy sold in bulk to repackaging operations or to retail stores as loose candy.

Presentation Boxes. Luxury or gift presentation boxes, boxed candies with assorted centers, etc.

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The Standard Industrial Classification (SIC) system used for domestic output and the statistical export and import commodity classifications were developed independently. This results in considerable difficulty in comparing the three types of data for many commodity areas. The domestic output classification is based on type of industry; on the other hand, the export and import classification system is more materials oriented. Also, there are a substantial number of imported commodities which have no comparable domestic output classification. The relationships shown in this report should be considered only as approximations, since, in addition to the problems mentioned above, there are also the following problems affecting the comparability of the three sets of data.

Valuation . There are different methods of valuation for the three types of data:

- *Domestic Output.* Valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, exclusive of freight charges and excise taxes.
- *Exports.* Valued at the point of exportation. It includes the selling price, or cost if not sold, and inland freight, insurance and other charges to the export point.

  Estimated producers' values of exports have also been developed. These values more closely approximate the values reported for domestic output because they exclude freight, insurance, and other charges applied from the producing plant to the export point.
- *Imports.* Valued at the first port of entry in the United States. It includes c.i.f. (cost, insurance, and freight), duty, and other charges to the import point.

Duplication in Quantity and Value of Output. Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of data for such commodities may contain a certain amount of duplication. Thus, percentages of exports to output or imports to apparent consumption (output plus imports minus exports) at fourdigit or broader levels may be understated. Where duplication is known to be substantial, the output data are appropriately noted in the table.

Low-Value Import and Export Transactions. Detailed commodity information is not included for individual export shipments valued at not more than $1,500. Generally, detailed commodity information is not included for individual import shipments valued at not more than $1,000. For textiles and textile products, gloves, footwear, and miscellaneous rubber and plastics products, detailed commodity information is not included for individual import shipments valued at not more than $250. This is believed to have only negligible effects on the statistics for the bulk of the commodities.

Manufacturers' Shipments, Not Specified by Kind. The value of manufacturers' shipments at the four-digit industry level often includes a small amount which is not distributed among the individual five-digit product classes. Export and import percentages at the more detailed levels might, therefore, be slightly overstated.

Time Lag Between Output and Exports. There will be a lag between the time a commodity is produced or shipped by the producer and the time it is actually exported, especially when intermediaries (wholesalers, exporters, etc.) are involved. Ordinarily, this type of discrepancy is insignificant in annual figures.

"Direct" vs "Total" Commodity Exports and Imports. Export and import data do not include materials which are incorporated into other more finished products and exported or imported in finished form. Thus, by showing only direct exports and imports, the relation of exports to output and imports to apparent consumption for intermediate products is considerably understated.

Used Commodities. With a few exceptions, used or rebuilt commodities are classified in the same import or export codes as is new merchandise. Percentages are thus overstated to the extent that used or rebuilt products are significant in trade.

Geographic Area of Coverage. Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory (includes the 50 States, the District of Columbia, and Puerto Rico).

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 347-2271
Boston, Massachusetts	(617) 223-2327
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0621
Denver, Colorado	(303) 236-2200
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(816) 374-4601
Los Angeles, California	(213) 209-6616
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7828

Historical data are also available on microfiche. For further information contact the Bureau of the Census, Data User Services Division, (301) 763-4100.

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*

Series	Frequency	Title
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quin-quennially	Census of Manufactures
Foreign Trade Reports		
EM 546 FT 446	Monthly Annually	*U.S. Exports—Schedule B—Commodity by Country*
IM 146 FT 246	Monthly Annually	*U.S. Imports for Consumption—TSUSA—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	Andrew Kraynak	(301) 763-7108
Foreign Trade	Trade Data Inquiries Staff (FTD)	(301) 763-5140
Classification Systems Comparability	Francis McCormick (ESD)	(301) 763-1935
Census/ASM	Ted McGrath	(301) 763-5152
International Trade Administration	Cornelius F. Kenney	(202) 566-2202
To order a Current Industrial Report	Superintendent of Documents (GPO)	(202) 783-3238
To subscribe to a Census Bureau publication	Superintendent of Documents (GPO)	(202) 275-3054

ACKNOWLEDGMENTS

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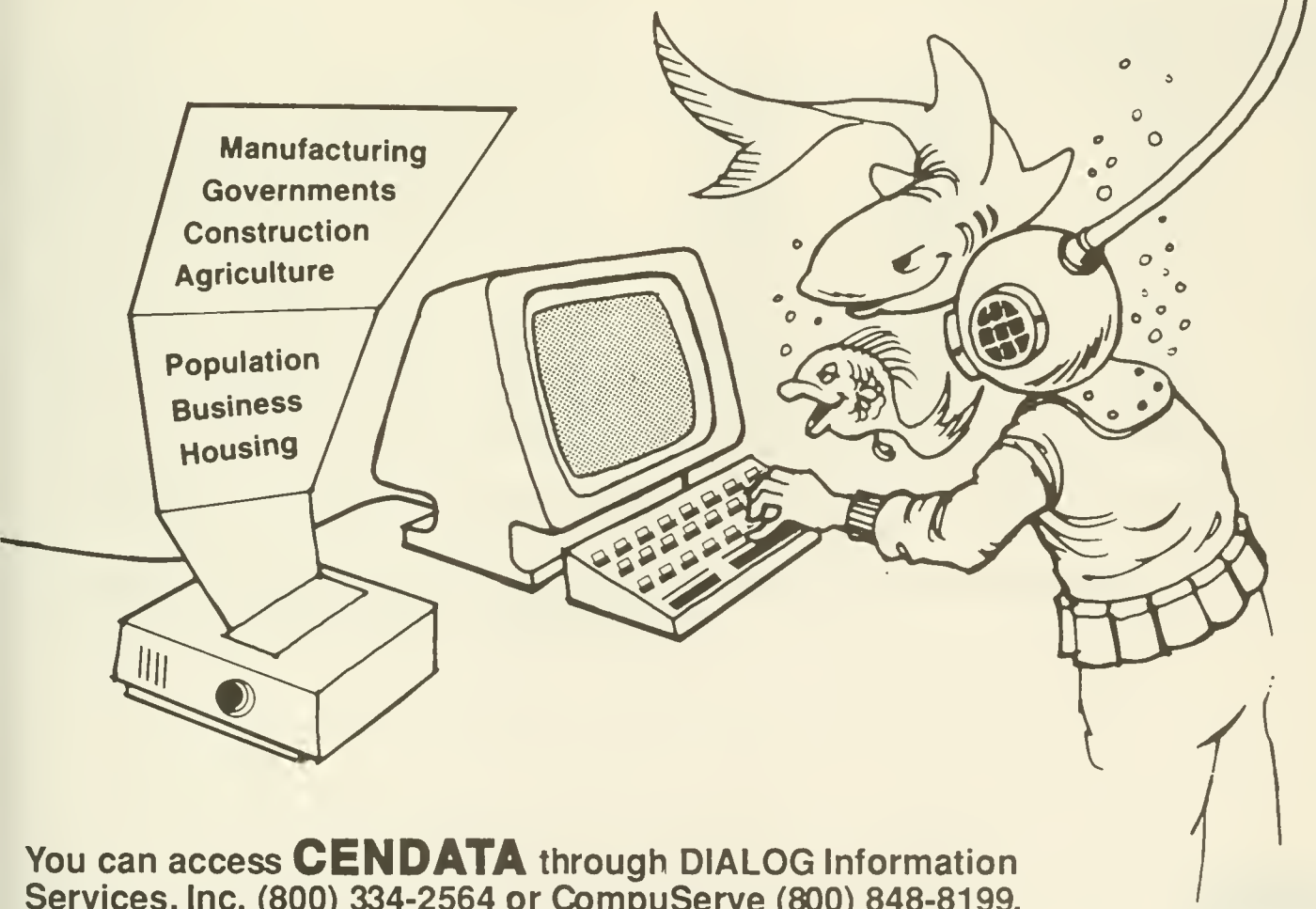

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SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1989 was $8,561.9 million compared to $8,278.3 million in 1988, an increase of 3.4 percent. The value of chocolate and chocolate type confectionery increased by 4.3 percent; the value of nonchocolate confectionery increased by 1.5 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 5.0 percent, while the quantity of nonchocolate confectionery remained constant.

A description of the survey methodology and related information appears on page 5.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1979 TO 1989

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds)	Per capita consumption[1] (dollars)
1989	4,698	8,562	19.8	35.3
1988	4,570	8,278	19.2	34.4
1987	4,231	7,678	18.3	32.3
1986	4,201	7,280	18.4	31.3
1985	4,236	7,092	19.1	30.7
1984	4,265	6,610	18.9	28.9
1983	4,064	5,983	17.9	26.7
1982	3,798	5,650	16.7	24.8
1981	3,630	5,171	16.1	22.9
1980	3,488	4,684	16.1	20.9
1979	3,673	4,281	16.6	19.9

[1]Production plus imports minus exports (see table 4) divided by population, including Armed Forces abroad, as of July 1, 1989.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 1029 (July 1, 1989 population was 248,777,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Andrew Kraynak (301) 763-7108.

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1989 AND 1988

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1989		1988	
	Quantity	Value	Quantity	Value
Shipments	4,697,615	8,561,960	4,570,304	8,278,379
Chocolate and chocolate-type confectionery	2,608,568	5,828,013	2,483,126	5,586,313
Solid	309,505	665,439	316,405	663,528
Solid with inclusions	217,264	587,866	229,054	603,919
Enrobed or molded:				
With candy, fruit, or nut center	1,269,450	2,667,639	1,181,969	2,533,423
With bakery product center	189,235	388,412	186,347	373,922
Panned	460,255	975,516	412,090	918,800
Assortments and other	161,864	539,373	147,418	471,600
Chocolate type n.s.k.	995	3,768	9,843	r21,121
Nonchocolate-type confectionery	1,935,674	2,455,114	1,935,221	2,417,504
Hard candy	606,605	884,771	637,667	946,005
Chewy candy (including granola bars)	368,405	559,012	325,923	500,856
Soft candy	475,284	423,527	475,330	405,295
Iced coated	32,716	55,695	52,050	75,388
Panned	307,434	370,906	292,727	331,455
Licorice and licorice type	145,056	161,070	135,706	143,503
Nonchocolate type n.s.k.	174	133	r15,818	r15,002
Confectionery n.s.k.[1]	153,373	278,833	151,957	274,562

N.s.k. Not specified by kind. [r]Revised by 5 percent or more from previously published figures.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 3. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1989 AND 1988

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1989		1988	
	Pounds	Dollars	Pounds	Dollars
Materials consumed	(X)	2,894,007	(X)	2,514,457
Sugar (cane-beet)	1,997,316	553,322	1,801,037	469,446
Cocoa beans	230,741	192,094	r172,890	r164,652
Corn sirup (includes HFCS and dextrose)	1,230,051	168,270	1,169,650	118,897
Chocolate liquor, imported	27,653	25,609	(NA)	(NA)
Chocolate liquor, domestic	102,218	104,648	(NA)	(NA)
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats)	32,659	15,384	56,048	20,921
Cocoa cake or powder	19,318	11,278	(NA)	(NA)
Cocoa butter	286,593	328,440	290,956	394,800
Chocolate coatings, milk	230,196	245,880	191,785	211,487
Chocolate coatings, other than milk	97,610	107,359	134,411	167,477
Fats and oils	146,428	65,096	128,064	48,174
Milk and milk products	444,152	385,335	433,251	317,907
Peanuts, shelled basis	325,986	195,644	331,786	195,019
Almond kernels	45,335	73,392	39,088	59,780
Other nuts and nut meats (kernels)	17,408	38,066	15,206	33,165
Coconut meat	22,497	16,621	28,506	15,206
Other edible materials[1]	423,697	357,693	431,014	290,411
Materials n.s.k.	(X)	9,876	(X)	r7,115

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1987 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. (NA) Not available. [r]Revised by 5 percent or more from previously published figures. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 4. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1989 AND 1988

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Apparent consumption[5]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]	Quantity	Value	Quantity	Value
	Confectionery:													
20642 20662	Chocolate-type confectionery	1989	2,608,568	5,818,013	91,620	118,665	3.5	2.0	101,546	161,326	2,618,494	5,860,674	3.9	2.8
		1988	2,483,126	5,586,313	64,187	77,422	2.6	1.4	74,697	139,164	2,493,636	5,648,055	3.0	2.5
20643	Nonchocolate-type confectionery	1989	1,935,674	2,455,114	23,578	26,672	1.2	1.1	229,000	205,325	2,141,096	2,633,767	10.6	7.8
		1988	1,935,221	2,417,504	28,679	32,622	1.5	1.3	201,447	176,424	2,107,989	2,561,306	9.6	6.9
	Nonconfectionery:													
20669 81	Cocoa butter	1989	(NA)	(NA)	4,429	7,041	(NA)	(NA)	141,897	210,922	(NA)	(NA)	(NA)	(NA)
		1988	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
20661 11 20661 21	Chocolate coatings, blocks, wafers or liquid	1989	(NA)	(NA)	4,266	2,235	(NA)	(NA)	10,536	7,006	(NA)	(NA)	(NA)	(NA)
		1988	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
20661 14 20669 12 20669 13 20669 61	Other chocolate and cocoa products	1989	(NA)	(NA)	42,149	54,006	(NA)	(NA)	414,122	261,291	(NA)	(NA)	(NA)	(NA)
		1988	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)

Note: Confectionery n.s.k. is excluded from this table.

(NA) Not available.

[1]For comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and HTSUSA import numbers, see table 5.
[2]Source: Bureau of the Census report EM 522, U.S. Exports.
[3]Source: Bureau of the Census report IM 145, U.S. Imports for Consumption.
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

Table 5. COMPARISON OF STANDARD INDUSTRIAL CLASSIFICATION-BASED PRODUCT CODES WITH SCHEDULE B EXPORT NUMBERS, AND HTSUSA IMPORT NUMBERS: 1989

Product code	Product description	Export number[1]	Import number[2]
20642 20662	Total, chocolate and choclolate-type confectionery products..... Total nonconfectionery chocolate products.....	1806.31.0000 1806.32.0000 1806.90.0000	1806.31.0045 1806.31.0050 1806.31.0030 1806.31.0060 1806.31.0090 1806.32.2045 1806.32.2050 1806.32.2030 1806.32.2060 1806.32.2090 1806.32.4045 1806.32.4048 1806.32.4050 1806.32.4020 1806.32.4040 1806.32.4060 1806.32.4080 1806.90.0045 1806.90.0090 1806.90.0010 1806.90.0020 1806.90.0030 1806.90.0040 1806.90.0050 1806.90.0055 1806.90.0060 1806.90.0070 1806.90.0080
20643	Total, nonchocolate confectionery products.....	1704.90.7000 2106.90.6085	1704.90.2005 1704.90.2010 2106.90.6085
20669 81	Cocoa butter.....	1804.00.0000	1804.00.0000
20661 11 20661 21	Chocolate coatings (blocks, waffers, liquid)..... Compound coatings (blocks, waffers, liquid).....	1806.20.6000	1802.06.0000
20661 14 20669 12 20669 13 20669 61	Chocolate liquor..... Baking chocolate (bars or blocks)..... Chocolate chips and baking pieces..... Cocoa powder (sweetened and unsweetened) syrup, toppings, and other.....	1803.10.0000 1803.20.0000 1805.00.0000 1806.10.0000 1806.20.9000	1803.10.0000 1803.20.0000 1805.00.0000 1806.10.2030 1806.10.2090 1806.10.3000 1806.10.3005 1806.10.3010 1806.10.3030 1806.10.4000 1806.20.2000 1806.20.4020 1806.20.4040 1806.20.4060 1806.20.7000 1806.20.7005 1806.20.7010 1806.20.7030 1806.20.8045 1806.20.8090 1806.20.8010 1806.20.8020 1806.20.8030 1806.20.8040 1806.20.8050 1806.20.8060 1806.20.8070 1806.20.8080

[1]Source: 1989 edition, Harmonized System-Based Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.
[2]Source: Harmonized Tariff Schedule of the United States, Annotated (1989).

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all manufacturers in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 350 companies. Small firms for which data in the 1987 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 10 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Revisions include changes to prior period data resulting from reconciliation of the results of this survey with the 1987 Census of Manufactures to correct differences in reported data between the two series and to identify and verify new establishments included in the scope of this survey.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded with Candy, Nuts, or Fruit Center. Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, and sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Other Chocolate Products. Comprised of coatings, both chocolate and compound including baking chocolate sold in bars and chips through retail outlets; chocolate chips and other chocolate coatings sold to bakers, ice cream manufacturers, biscuit and cracker manufacturers, and other outlet; chocolate liquor, cocoa butter butter melted and cocoa cake and powder.

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The trade comparisons shown in this report should be considered only as approximations. Several problems prevent precise comparisons among imports, exports, and domestic output. These problems include the following:

- Export and import comparisons do not account for the origin of materials used to manufacture the finished product. Domestic output includes any goods that undergo substantial transformation into a finished product in the U.S., even if the goods are partially constructed abroad or are constructed of imported materials.
- There will be a lag between the time a producer makes or ships a product and the time it is actually exported. Similarly, there may be a lag between the time a product is imported and when it enters into U.S. distribution channels.
- The basic structure of these classification systems differ. The Standard Industrial Classification (SIC) system used for domestic output was developed independently of the Harmonized System (HS) used to classify imports and exports. The level of detail provided by the different systems varies substantially, reflecting their different objectives. For example, there are a number of imported commodities that have no comparable domestic output classification.
- Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of domestic output data for such commodities may contain some duplication.
- Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory of the 50 States, the District of Columbia, and Puerto Rico. Domestic output reflects activity in the 50 States and, only if specified, in Puerto Rico.
- Import and export data generally do not distinguish between new, used or rebuilt commodities.
- The valuation of the three data sets differ. Domestic output is valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, and excludes freight charges and excise taxes. Exports are valued at the point of exportation. It includes the net sales price or value, and inland freight, insurance and other charges to the export

point. Imports are valued at the first port of entry in the United States. They include the cost, insurance, freight, duty, and other charges to the import point.

- Detailed commodity information is not included for individual export or import shipments at or below a certain dollar limit. This dollar limit is $1,500 for exports and $1,000 for imports, except for import of textiles and textile products, gloves, footwear, and miscellaneous rubber and plastics products, where the limit is $250.

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 347-2271
Boston, Massachusetts	(617) 565-7100
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0621
Denver, Colorado	(303) 286-2200
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(913) 236-3728
Los Angeles, California	(213) 209-6616
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 442-7800

Historical data are also available on microfiche. For further information contact the Bureau of the Census, Data User Services Division, (301) 763-4100.

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
EM 522 FT 446	Monthly Annually	*U.S. Exports—Schedule B—Commodity by Country*
IM 145 FT 246	Monthly Annually	*U.S. Imports for Consumption—HTSUSA—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	Andrew Kraynak	(301) 763-7108
Foreign Trade	Trade Data Inquiries Staff (FTD)	(301) 763-5140
Classification Systems Comparability	Francis McCormick (ESD)	(301) 763-1935
Census/ASM	Ted McGrath	(301) 763-5152
International Trade Administration	Cornelius F. Kenney	(202) 566-2202
To order a Current Industrial Report	Superintendent of Documents (GPO)	(202) 783-3238
To subscribe to a Census Bureau publication	Superintendent of Documents (GPO)	(202) 275-3054

ACKNOWLEDGMENTS

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Confectionery

U.S. Department of Commerce
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1990

MA20D(90)-1
Issued July 1991

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1990 was $9,081.6 million, compared to $8,682.1 million in 1989, an increase of 4.6 percent. The value of chocolate and chocolate type confectionery increased by 5.9 percent; the value of nonchocolate confectionery increased by 1.7 percent. The quantity of chocolate and chocolate type confectionery shipped increased by 5.0 percent, while the quantity of nonchocolate confectionery decreased by 1.7 percent.

A description of the survey methodology and related information appears on page 5.

Table 1. **SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1980 TO 1990**

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds	Per capita consumption[1] (dollars)
1990	4,950	9,082	20.5	37.1
1989	4,852	8,682	20.4	35.8
1988	4,570	8,278	19.2	34.4
1987	4,231	7,678	18.3	32.3
1986	4,201	7,280	18.4	31.3
1985	4,326	7,092	19.1	30.7
1984	4,265	6,610	18.9	28.9
1983	4,064	5,983	17.9	26.7
1982	3,798	5,650	16.7	24.8
1981	3,630	5,171	16.1	22.9
1980	3,488	4,684	16.1	20.9

Note: Data for selected products for 1989 have been revised based on a reconciliation of the MA20D series with the 1989 Annual Survey of Manufactures.

[1]Production plus imports minus exports (see table 4) divided by population, including Armed Forces abroad, as of April 1, 1990.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 1029 (April 1, 1990 population was 251,975,000).

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Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Andrew Kraynak (301) 763-7108.

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2A. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1990 AND 1989

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1990		1989	
	Quantity	Value	Quantity	Value
Shipments	4,950,979	9,081,592	4,853,638	8,682,109
Chocolate and chocolate-type confectionery	2,812,805	6,240,284	2,678,616	5,889,400
Solid	372,363	753,130	r340,167	r718,111
Solid with inclusions	324,950	745,302	r291,690	r663,904
Enrobed or molded:				
With candy, fruit, or nut center	1,281,981	2,759,823	1,248,828	2,632,972
With bakery product center	200,509	425,682	187,414	384,725
Panned	451,250	953,506	448,573	950,202
Assortments and other	181,650	602,473	161,874	539,233
Chocolate type n.s.k.	102	368	r70	r253
Nonchocolate-type confectionery	1,981,194	2,551,525	2,015,337	2,507,883
Hard candy	574,500	852,901	613,832	861,823
Chewy candy (including granola bars)	367,072	586,176	377,576	554,507
Soft candy	502,391	471,647	r496,850	r467,991
Iced coated	70,249	84,839	r69,005	r83,329
Panned	323,701	394,804	311,961	378,129
Licorice and licorice type	143,131	160,968	145,943	161,969
Nonchocolate type n.s.k.	150	190	170	135
Confectionery n.s.k.[1]	156,980	289,783	159,685	284,826

N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 2B. QUANTITY AND VALUE OF SHIPMENTS OF NONCONFECTIONERY, BY TYPE OF PRODUCT: 1990 AND 1989

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1990		1989	
	Quantity	Value	Quantity	Value
Shipments	1,316,990	1,409,908	1,304,136	1,371,361
Chocolate products other than confectionery:				
Baking chocolate (bars or blocks)	31,449	36,310	30,380	36,584
Chocolate coatings (blocks, wafers, liquid)	195,604	202,131	236,327	226,532
Chocolate liquor	47,193	41,711	75,849	58,333
Cocoa butter	(D)	(D)	(D)	(D)
Compound coatings (blocks, wafers, liquid)	184,196	127,695	109,695	78,384
Chocolate chips and baking pieces	309,539	446,104	253,259	378,099
Cocoa powder, syrup/toppings and other	519,019	517,358	566,206	554,757
N.s.k.	(D)	(D)	(D)	(D)

(D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind.

Table 3. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1990 AND 1989

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1990		1989	
	Pounds	Dollars	Pounds	Dollars
Materials consumed	(X)	3,340,290	(X)	r3,071,788
Sugar (cane-beet)	2,180,650	645,240	r2,131,935	r603,125
Cocoa beans	485,553	286,093	r405,233	r274,118
Corn sirup (includes HFCS and dextrose)	1,211,846	154,170	1,239,738	170,040
Chocolate liquor, imported	40,873	35,938	r30,741	r27,973
Chocolate liquor, domestic	134,735	111,368	r135,418	r128,348
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats)	46,808	24,615	r45,948	r23,766
Cocoa cake or powder	46,327	23,313	r30,398	r17,167
Cocoa butter	338,092	381,028	r311,528	r372,854
Chocolate coatings, milk	255,263	258,816	240,295	255,416
Chocolate coatings, other than milk	86,926	74,712	r78,960	r73,657
Fats and oils	213,662	85,969	r187,723	r82,267
Milk and milk products	474,756	431,652	456,585	r407,643
Peanuts, shelled basis	535,308	358,650	328,176	196,938
Almond kernels	52,180	91,059	45,519	73,708
Other nuts and nut meats (kernels)	20,735	49,346	r18,203	r42,764
Coconut meat	45,327	26,611	r45,544	r27,690
Other edible materials[1]	449,329	289,273	429,615	r285,286
Materials n.s.k.	(X)	12,437	(X)	r9,028

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1987 Census of Manufactures report for industries 2065 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures. (X) Not applicable.

[1]Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 4. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1990 AND 1989

(Quantity in thousands of pounds; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Apparent consumption[5]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]	Quantity	Value	Quantity	Value
	Confectionery:													
20642, 20662	Chocolate-type confectionery	1990	2,812,805	6,240,284	95,101	122,355	3.4	2.0	130,286	194,791	2,847,990	6,312,720	4.6	3.1
		1989	2,678,616	5,889,400	91,620	118,665	3.4	2.0	101,546	161,326	2,688,542	5,932,061	3.8	2.7
20643	Nonchocolate-type confectionery	1990	1,981,194	2,551,525	36,389	36,299	1.8	1.4	225,348	218,484	2,170,153	2,733,710	10.4	8.0
		1989	2,015,337	2,507,883	23,578	26,672	1.2	1.1	229,000	205,325	2,220,759	2,686,536	10.3	7.6
	Nonconfectionery:													
20669 81	Cocoa butter	1990	(D)	(D)	8,928	13,087	(D)	(D)	203,223	282,300	(D)	(D)	(D)	(D)
		1989	(D)	D)	4,429	7,041	(D)	(D)	141,897	210,922	(D)	(D)	(D)	(D)
20661 11, 20661 21	Chocolate coatings, blocks, wafers or liquid	1990	378,800	329,826	3,884	1,570	1.0	0.5	10,674	7,064	385,590	335,320	2.8	2.1
		1989	346,022	304,916	4,266	2,235	1.2	0.7	10,536	7,006	352,292	309,687	3.0	2.3
20661 14, 20669 12, 20669 13, 20669 61	Other chocolate and cocoa products	1990	(D)	(D)	60,048	64,512	(D)	(D)	505,691	289,875	(D)	(D)	(D)	(D)
		1989	(D)	(D)	42,149	54,006	(D)	(D)	414,122	261,291	(D)	(D)	(D)	(D)

Note: Confectionery n.s.k. is excluded from this table.

(D) Data withheld to avoid disclosing figures for individual companies.

[1]For comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and HTSUSA import numbers, see table 5.
[2]Source: Bureau of the Census report EM 545, *U.S. Exports.*
[3]Source: Bureau of the Census report IM 145, *U.S. Imports for Consumption.*
[4]This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5]Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

Table 5. **COMPARISON OF STANDARD INDUSTRIAL CLASSIFICATION-BASED PRODUCT CODES WITH SCHEDULE B EXPORT NUMBERS, AND HTSUSA IMPORT NUMBERS: 1990**

Product code	Product description	Export number[1]	Import number[2]
20642	Total, chocolate and choclolate-type confectionery products	1806.31.0000 1806.32.0000 1806.90.0000	1806.31.0045 1806.31.0050 1806.31.0030 1806.31.0060 1806.31.0090 1806.32.2045 1806.32.2050 1806.32.2030 1806.32.2060 1806.32.2090 1806.32.4045 1806.32.4048 1806.32.4050 1806.32.4020 1806.32.4040 1806.32.4060 1806.32.4080 1806.90.0045 1806.90.0090 1806.90.0010 1806.90.0020 1806.90.0030 1806.90.0040 1806.90.0050 1806.90.0055 1806.90.0060 1806.90.0070 1806.90.0080
20662	Total nonconfectionery chocolate products		
20643	Total, nonchocolate confectionery products	1704.90.7000 2106.90.6085	1704.90.2005 1704.90.2010 2106.90.6085
20669 81	Cocoa butter	1804.00.0000	1804.00.0000
20661 11	Chocolate coatings (blocks, waffers, liquid)	1806.20.6000	1802.06.0000
20661 21	Compound coatings (blocks, waffers, liquid)		
20661 14	Chocolate liquor	1803.10.0000	1803.10.0000 1803.20.0000 1805.00.0000 1806.10.2030 1806.10.2090 1806.10.3000 1806.10.3005 1806.10.3010 1806.10.3030 1806.10.4000 1806.20.2000 1806.20.4020 1806.20.4040 1806.20.4060 1806.20.7000 1806.20.7005 1806.20.7010 1806.20.7030 1806.20.8045 1806.20.8090 1806.20.8010 1806.20.8020 1806.20.8030 1806.20.8040 1806.20.8050 1806.20.8060 1806.20.8070 1806.20.8080
20669 12	Baking chocolate (bars or blocks)	1803.20.0000	
20669 13	Chocolate chips and baking pieces	1805.00.0000	
20669 61	Cocoa powder (sweetened and unsweetened) syrup, toppings, and other	1806.10.0000 1806.20.9000	

[1]Source: 1990 edition, *Harmonized System-Based Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.*

[2]Source: *Harmonized Tariff Schedule of the United States, Annotated* (1990).

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all manufacturers in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 350 companies. Small firms for which data in the 1987 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 10 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Revisions include changes to prior period data resulting from reconciliation of the results of this survey with the 1987 Census of Manufactures to correct differences in reported data between the two series and to identify and verify new establishments included in the scope of this survey.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded with Candy, Nuts, or Fruit Center. Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, and sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Other Chocolate Products. Comprised of coatings, both chocolate and compound including baking chocolate sold in bars and chips through retail outlets; chocolate chips and other chocolate coatings sold to bakers, ice cream manufacturers, biscuit and cracker manufacturers, and other outlet; chocolate liquor, cocoa butter butter melted and cocoa cake and powder.

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The trade comparisons shown in this report should be considered only as approximations. Several problems prevent precise comparisons among imports, exports, and domestic output. These problems include the following:

- Export and import comparisons do not account for the origin of materials used to manufacture the finished product. Domestic output includes any goods that undergo substantial transformation into a finished product in the U.S., even if the goods are partially constructed abroad or are constructed of imported materials.
- There will be a lag between the time a producer makes or ships a product and the time it is actually exported. Similarly, there may be a lag between the time a product is imported and when it enters into U.S. distribution channels.
- The basic structure of these classification systems differ. The Standard Industrial Classification (SIC) system used for domestic output was developed independently of the Harmonized System (HS) used to classify imports and exports. The level of detail provided by the different systems varies substantially, reflecting their different objectives. For example, there are a number of imported commodities that have no comparable domestic output classification.
- Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of domestic output data for such commodities may contain some duplication.
- Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory of the 50 States, the District of Columbia, and Puerto Rico. Domestic output reflects activity in the 50 States and, only if specified, in Puerto Rico.
- Import and export data generally do not distinguish between new, used or rebuilt commodities.
- The valuation of the three data sets differ. Domestic output is valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, and excludes freight charges and excise taxes. Exports are valued at the point of exportation. It includes the net sales price or value, and inland freight, insurance and other charges to the export point. Imports are valued at the first port of entry in the United States. They include the cost, insurance, freight, duty, and other charges to the import point.
- Detailed commodity information is not included for individual export or import shipments at or below a certain dollar limit. This dollar limit is $2,500 for exports

and $1,250 for imports, except for import of textiles and textile products, gloves, footwear, and miscellaneous rubber and plastics products, where the limit is $250.

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 347-2271
Boston, Massachusetts	(617) 565-7100
Charlotte, North Carolina	(704) 371-6142
Chicago, Illinois	(312) 353-6251
Dallas, Texas	(214) 767-0621
Denver, Colorado	(303) 969-6750
Detroit, Michigan	(313) 226-7742
Kansas City, Kansas	(913) 236-3728
Los Angeles, California	(213) 209-6616
New York, New York	(212) 264-3860
Philadelphia, Pennsylvania	(215) 597-4920
Seattle, Washington	(206) 728-5300

Historical data are also available on microfiche. For further information contact the Bureau of the Census, Data User Services Division, (301) 763-4100.

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
EM 545 FT 446	Monthly Annually	*U.S. Exports—Schedule B—Commodity by Country*
IM 145 FT 246	Monthly Annually	*U.S. Imports for Consumption—HTSUSA—Commodity by Country*

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	Andrew Kraynak	(301) 763-7108
Foreign Trade	Trade Data Inquiries Staff (FTD)	(301) 763-5140
Classification Systems Comparability	Francis McCormick (ESD)	(301) 763-1935
Census/ASM	Ted McGrath	(301) 763-5152
International Trade Administration	Cornelius F. Kenney	(202) 566-2202
To order a Current Industrial Report	Superintendent of Documents (GPO)	(202) 783-3238
To subscribe to a Census Bureau publication	Superintendent of Documents (GPO)	(202) 275-3054

ACKNOWLEDGMENTS

This report was prepared in the Industry Division, Bureau of the Census, under the direction of Robert Reinard, Chief, Foods Section. Andrew Kraynak was directly responsible for the review of the data and preparation of the report. Gaylord E. Worden, Chief of the Division, and Robert N. Tinari, Assistant Chief for Current Industrial Reports, provided overall direction and coordination to this project.

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1991

MA20D(91)-1
Issued August 1992

SUMMARY OF FINDINGS

Total value of shipments of confectionery products for 1991 was $9,654.5 million, compared with $9,003.6 million in 1990, an increase of 7.2 percent. The value of chocolate and chocolate type confectionery increased by 3.5 percent; the value of nonchocolate confectionery increased by 15.4 percent. The quantity of chocolate and chocolate type confectionery shipped decreased by 4.3 percent, while the quantity of nonchocolate confectionery increased by 12.9 percent.

A description of the survey methodology and related information appears on page 5.

Table 1. SUMMARY OF MANUFACTURERS' SHIPMENTS OF CONFECTIONERY PRODUCTS: 1981 TO 1991

(Quantity in millions of pounds; value in millions of dollars)

Year	Pounds	Value	Per capita consumption[1] (pounds)	Per capita consumption[1] (dollars)
1991	4,995	9,655	20.3	38.7
1990	4,840	9,004	20.1	36.7
1989	4,852	8,682	20.4	35.8
1988	4,570	8,278	19.2	34.4
1987	4,231	7,678	18.3	32.3
1986	4,201	7,280	18.4	31.3
1985	4,326	7,092	19.1	30.7
1984	4,265	6,610	18.9	28.9
1983	4,064	5,983	17.9	26.7
1982	3,798	5,650	16.7	24.8
1981	3,630	5,171	16.1	22.9

Note: Data for selected products for 1990 have been revised based on a reconciliation of the MA20D with the 1990 Annual Survey of Manufactures.

[1]Production plus imports minus exports (see table 4) divided by population, including Armed Forces abroad, as of July 1, 1991.

Source of population data: U.S. Bureau of the Census, Current Population Reports, Series P-25, No. 1029 (July 1, 1991 population was 252,688,000).

Address inquiries concerning these figures to U.S. Department of Commerce, Bureau of the Census, Industry Division, Washington, D.C. 20233, or call Andrew Kraynak (301) 763-7108.

For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Table 2A. QUANTITY AND VALUE OF SHIPMENTS OF CONFECTIONERY, BY TYPE OF PRODUCT: 1991 AND 1990

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1991		1990	
	Quantity	Value	Quantity	Value
Shipments	4,995,187	9,654,511	4,840,049	9,003,609
Chocolate and chocolate-type confectionery	2,617,256	6,387,430	2,735,503	6,173,392
Solid	339,302	694,474	r352,222	r718,511
Solid with inclusions	238,768	650,355	r249,583	r666,152
Enrobed or molded:				
With candy, fruit, or nut center	1,261,477	2,969,725	1,289,930	2,777,238
With bakery product center	164,902	385,717	197,497	423,823
Panned	442,471	1,111,106	465,292	984,798
Assortments and other	170,320	576,003	180,879	602,578
Chocolate type n.s.k	16	50	100	r292
Nonchocolate-type confectionery	2,203,349	2,933,874	1,950,035	2,541,565
Hard candy	662,154	1,014,680	576,628	854,652
Chewy candy (including granola bars)	396,954	663,792	376,093	606,396
Soft candy	588,512	547,737	503,083	472,642
Iced coated	28,815	52,830	r27,158	r51,371
Panned	366,282	467,655	323,931	395,518
Licorice and licorice type	160,628	187,162	143,132	160,968
Nonchocolate type n.s.k	4	18	r10	r18
Confectionery n.s.k.[1]	174,582	333,207	154,511	288,652

N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures.

[1]Represents estimated data for small companies, typically those with fewer than five employees, that were not included in the mailing panel.

Table 2B. QUANTITY AND VALUE OF SHIPMENTS OF NONCONFECTIONERY, BY TYPE OF PRODUCT: 1991 AND 1990

(Quantity in thousands of pounds; value in thousands of dollars)

Product description	1991		1990	
	Quantity	Value	Quantity	Value
Shipments	1,404,654	1,464,261	1,434,041	1,529,536
Chocolate products other than confectionery:				
Baking chocolate (bars or blocks)	12,446	19,676	r10,890	r19,853
Chocolate coatings (blocks, wafers, liquid)	264,053	272,550	r267,311	r276,042
Chocolate liquor	51,866	48,562	48,348	r45,645
Cocoa butter	28,085	40,079	(D)	(D)
Compound coatings (blocks, wafers, liquid)	280,834	248,563	r304,842	r276,457
Chocolate chips and baking pieces	331,236	428,988	310,084	425,471
Cocoa powder, syrup/toppings and other	436,134	405,843	r461,320	r443,320
N.s.k	-	-	(D)	(D)

Note: Several individual product lines were significantly revised in both the confectionery and chocolate non-confectionery products. These revisions were primarily the result of changes made by companies to data they previously reported. Many of the revisions were a reclassification of products from chocolate confectionery products to non-confectionery chocolate products.

- Represents. (D) Data withheld to avoid disclosing figures for individual companies. N.s.k. Not specified by kind. rRevised by 5 percent or more from previously published figures.

Table 3. CONSUMPTION OF SELECTED INGREDIENTS, BY THE U.S. CONFECTIONERY INDUSTRY: 1991 AND 1990

(Quantity in thousands of pounds; value in thousands of dollars)

Materials	1991		1990	
	Pounds	Dollars	Pounds	Dollars
Materials consumed	(X)	3,242,803	(X)	3,399,944
Sugar (cane-beet)	2,293,117	667,265	2,250,363	652,228
Cocoa beans	508,259	318,409	491,500	319,983
Corn sirup (includes HFCS and dextrose)	1,327,580	162,727	1,220,510	155,029
Chocolate liquor, imported	27,536	24,107	r50,703	r45,328
Chocolate liquor, domestic	(D)	(D)	(D)	(D)
Cocoa powder composition coatings (coatings composed mostly of cocoa powder and fats)	45,613	22,601	45,180	23,453
Cocoa cake or powder	80,016	28,373	r76,084	r30,843
Cocoa butter	328,436	340,408	342,857	388,276
Chocolate coatings, milk	231,412	252,983	258,932	262,379
Chocolate coatings, other than milk	119,825	92,139	101,998	83,901
Fats and oils	213,050	87,405	213,540	85,849
Milk and milk products	460,537	361,065	484,840	433,158
Peanuts, shelled basis	354,832	317,381	535,308	358,649
Almond kernels	49,633	75,049	52,225	91,128
Other nuts and nut meats (kernels)	17,756	53,366	20,260	48,780
Coconut meat	44,712	25,876	45,390	26,642
Other edible materials[1]	438,907	287,428	448,511	290,698
Materials n.e.k.	(X)	(D)	(X)	(D)

Note: Materials such as parts, containers, etc., consumed in the manufacturing process are not reported in this survey. This information is available in the 1987 Census of Manufactures report for industries 2064 and 2066. Specifically excluded in this report are freight charges and other direct charges incurred by the establishment, fuels consumed, parts, containers, scrap, electric energy purchases, work done by others on materials or parts furnished by other establishments (contract work), and the cost of products bought and resold in the same condition.

N.e.k. Not specified by kind. r Revised by 5 percent or more from previously published figures. (X) Not applicable.

[1] Includes corn starch, essential oils, flavorings, eggs and egg products, fruits, jams, and other materials on which specific data were not collected.

Table 4. SHIPMENTS, EXPORTS, IMPORTS, AND APPARENT CONSUMPTION OF CONFECTIONERY PRODUCTS: 1991 AND 1990

(Quantity in thousands of kilograms; value in thousands of dollars)

Product code[1]	Product description	Year	Manufacturers' shipments		Exports of domestic merchandise[2]		Percent exports to manufacturers' shipments		Imports for consumption[3]		Apparent consumption[5]		Percent imports to apparent consumption	
			Quantity	Value	Quantity	Value	Quantity	Value	Quantity	Value[4]	Quantity	Value	Quantity	Value
	Confectionery:													
20642 20662	Chocolate-type confectionery	1991	1,187,187	6,387,430	47,985	159,962	4.0	2.5	26,188	82,181	1,165,390	6,309,649	2.2	1.3
		1990	1,240,824	6,173,392	43,138	122,355	3.5	2.0	59,098	194,791	1,256,784	6,245,828	4.7	3.1
20643	Nonchocolate-type confectionery	1991	999,439	2,933,874	21,040	50,721	2.1	1.7	109,499	248,900	1,087,898	3,132,053	10.1	7.9
		1990	884,536	2,541,565	16,506	36,299	1.9	1.4	102,218	218,484	970,248	2,723,750	10.5	8.0
	Nonconfectionery:													
20669 81	Cocoa butter	1991	12,739	40,079	2,426	9,739	19.0	24.3	93,187	291,525	103,500	321,865	90.0	90.6
		1990	(D)	(D)	4,050	13,087	(D)	(D)	92,182	282,300	(D)	(D)	(D)	(D)
20661 11 20661 21	Chocolate coatings, blocks, wafers or liquid	1991	247,161	521,113	1,699	2,063	0.7	0.4	6,966	8,714	252,427	527,764	2.8	1.7
		1990	259,529	552,499	1,762	1,570	0.7	0.3	4,842	7,064	262,609	557,993	1.8	1.3
20661 14 20669 12 20669 13 20669 61	Other chocolate and cocoa products	1991	377,251	903,069	25,345	67,874	6.7	7.5	213,300	252,278	565,206	1,087,473	37.7	23.2
		1990	376,779	934,289	27,238	64,512	7.2	6.9	229,381	289,875	578,923	1,159,652	39.6	25.0

Note: Confectionery n.e.k. is excluded from this table.

(D) Data withheld to avoid disclosing figures for individual companies.

[1] For comparison of Standard Industrial Classification codes (domestic output), Schedule B export numbers, and HTSUSA import numbers, see table 5.
[2] Source: Bureau of the Census report EM 545, U.S. Exports.
[3] Source: Bureau of the Census report IM 145, U.S. Imports for Consumption.
[4] This dollar value represents the c.i.f. (cost, insurance, and freight) value at first port of entry in the United States plus U.S. import duties.
[5] Apparent consumption is derived by subtracting exports from the total manufacturers' shipments plus imports.

Table 5. COMPARISON OF STANDARD INDUSTRIAL CLASSIFICATION-BASED PRODUCT CODES WITH SCHEDULE B EXPORT NUMBERS, AND HTSUSA IMPORT NUMBERS: 1991

Product code	Product description	Export number[1]	Import number[2]
20642 20662	Total, chocolate and choclolate-type confectionery products..... Total nonconfectionery chocolate products.....	1806.31.0000 1806.32.0000 1806.90.0000	1806.31.0045 1806.31.0050 1806.31.0030 1806.31.0060 1806.31.0090 1806.32.2045 1806.32.2050 1806.32.2030 1806.32.2060 1806.32.2090 1806.32.4045 1806.32.4048 1806.32.4050 1806.32.4020 1806.32.4040 1806.32.4060 1806.32.4080 1806.90.0045 1806.90.0090 1806.90.0010 1806.90.0020 1806.90.0030 1806.90.0040 1806.90.0050 1806.90.0055 1806.90.0060 1806.90.0070 1806.90.0080
20643	Total, nonchocolate confectionery products.....	1704.90.7000 2106.90.6085	1704.90.2005 1704.90.2010 2106.90.6085
20669 81	Cocoa butter.....	1804.00.0000	1804.00.0000
20661 11 20661 21	Chocolate coatings (blocks, waffers, liquid)..... Compound coatings (blocks, waffers, liquid).....	1806.20.6000	1802.06.0000
20661 14 20669 12 20669 13 20669 61	Chocolate liquor..... Baking chocolate (bars or blocks)..... Chocolate chips and baking pieces..... Cocoa powder (sweetened and unsweetened) syrup, toppings, and other.....	1803.10.0000 1803.20.0000 1805.00.0000 1806.10.0000 1806.20.9000	1803.10.0000 1803.20.0000 1805.00.0000 1806.10.2030 1806.10.2090 1806.10.3000 1806.10.3005 1806.10.3010 1806.10.3030 1806.10.4000 1806.20.2000 1806.20.4020 1806.20.4040 1806.20.4060 1806.20.7000 1806.20.7005 1806.20.7010 1806.20.7030 1806.20.8045 1806.20.8090 1806.20.8010 1806.20.8020 1806.20.8030 1806.20.8040 1806.20.8050 1806.20.8060 1806.20.8070 1806.20.8080

[1]Source: 1991 edition, Harmonized System-Based Schedule B, Statistical Classification of Domestic and Foreign Commodities Exported from the United States.
[2]Source: Harmonized Tariff Schedule of the United States, Annotated (1991).

DESCRIPTION OF SURVEY

Scope of Survey. This survey covers all manufacturers in the United States producing consumer type confectionery, excluding cough drops, medicated candy, chewing gum, roasted peanuts, unsweetened popcorn, and fountain syrup. Small firms which manufacture confectionery for sale at retail on the premises are classified in the retail trade and are not included in this survey of manufacturers.

Survey Methodology. The statistics in this publication were collected by mail on Bureau of the Census annual Form MA20D, Confectionery. The survey mail panel includes all known producers of confectionery products, approximately 350 companies. Small firms for which data in the 1987 Census of Manufactures were derived from administrative records of other government agencies are not included in the mail panel.

Reliability of Data. Survey error may result from several sources: (1) inability to obtain information about all cases in the survey; (2) response errors; (3) definitional difficulties; (4) differences in the interpretation of questions; (5) mistakes in recording or coding the data obtained; and (6) other errors of collection, response, coverage, and estimation for missing data. These nonsampling errors also occur in complete censuses. Although no direct measurement of the biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A major source of bias in the published estimates is due to imputing data for nonrespondents, for late reporters, for data which fail logic edits, and for small companies not included in the survey panel. Missing figures are imputed based on yearly movements shown by reporting firms. Imputation generally is limited to a maximum of 10 percent for any one data cell. Figures with imputation rates greater than 10 percent are footnoted.

The imputation rate is not an explicit indicator of the potential error in published figures due to nonresponse, because the actual yearly movements for nonrespondents may or may not closely agree with the imputed movements. The range of difference between the actual and imputed figures is not precisely known, but is assumed to be small. The degree of uncertainty regarding the accuracy of the published data, however, increases as the percentage of imputation increases. Figures with imputation rates above 10 percent should be used with caution.

Revisions to Previous Period Data. Statistics for previous years may be revised as the result of corrected data from respondents, late reports for which imputations were made as described above, or other corrections. Figures which have been revised by more than 5 percent from previously published figures are indicated by footnotes.

Revisions include changes to prior period data resulting from reconciliation of the results of this survey with the 1987 Census of Manufactures to correct differences in reported data between the two series and to identify and verify new establishments included in the scope of this survey.

Adjustment for Price Change. All dollar figures included in this publication are in current dollars; i.e., they have not been adjusted for price change.

EXPLANATION OF TERMS

Quantity and Value of Shipments. The figures on quantity and value of shipments represent physical shipments of all products sold, transferred to other establishments of the same company, or shipped on consignment, whether for domestic or export sale. The value represents the net sales price, f.o.b. plant, to the customer or branch to which the products are shipped, net of discounts, allowances, freight charges, and returns. Shipments to a company's own branches are assigned the same value as comparable sales to unaffiliated customers; i.e., the value includes an appropriate allocation of company overhead and profit. Products bought and resold without further manufacture are excluded.

Chocolate Type Products. Products which contain as an ingredient either real chocolate or a chocolate compound containing substitute raw material ingredients such as cocoa butter extenders. Products which include a mixture of chocolate type and nonchocolate type pieces (such as certain boxed assortments) are included in chocolate type assortments.

Solid. Includes hollow molded and contains no additional foods of any kind. Examples are chocolate stars, Easter bunnies, hollow chocolate Santas, solid chocolate candy bars.

Solid with Inclusions. Solid chocolate mixed with other foods such as dried fruits, nuts, rice, etc.

Enrobed or Molded with Bakery Product Center. Molded or enrobed chocolate exterior with a baked cookie or wafer center. May or may not have additional confectionery layers or ingredients.

Enrobed or Molded with Candy, Nuts, or Fruit Center. Examples are chocolate covered cherries, candy bars covered in chocolate with centers of nougat, caramel, peanuts, etc.

Panned. Products manufactured using the panning process. Examples are bridge mix, sugar panned chocolate centers, chocolate covered nuts, and dried fruit made by the panning process.

Assortments and Others. Products comprising an assortment of two or more of the above subcategories, and/or products which do not fall into any of the above subcategories. Examples are packages or boxes containing combinations of product types.

Nonchocolate Type Products. All other confectionery products which do not contain either real chocolate or chocolate compound as an ingredient.

Hard Candy. Comprising a sugar mass which is processed to be nongrained, sugar mass which is grained through serration, and brittles which frequently contain nuts. Examples are pops, lemon drops, pressed mints, dessert mints, candy canes, and sour balls.

Chewy Candy. Comprising a plastic-textured grained or nongrained caramel which is sometimes mixed with corn or other foods, toffee which is less plastic than caramel, taffies which vary from hard chewy to soft chewy, and grained and nongrained nougats. Examples are caramel covered popcorn, caramels, etc.

Soft Candy. Comprising crystallized and noncrystallized creams, fudges, grained and nongrained marshmallows, soft jellies, and gums. Examples are candy corn, orange slices, etc.

Iced Coated. Enrobed, formed, or deposited nonchocolate confectioner's coated candies. Examples are bark, "white chocolate," coconut bonbons.

Panned. Products manufactured using the panning process. Examples are jelly beans, Boston baked beans.

Licorice and Licorice Type. Sugar and starch based product flavored with licorice extract and colored black. Other flavors and colors may be substituted in licorice-type. Examples are licorice twists, licorice shoelaces, nuggets, etc.

Other Chocolate Products. Comprised of coatings, both chocolate and compound including baking chocolate sold in bars and chips through retail outlets; chocolate chips and other chocolate coatings sold to bakers, ice cream manufacturers, biscuit and cracker manufacturers, and other outlet; chocolate liquor, cocoa butter butter melted and cocoa cake and powder.

Milk Products. Includes all milk products such as fluid milk and cream; condensed, evaporated, and dried milk; creamery butter.

Fats and Oils. Includes margarine, hydrogenated shortenings, corn, cottonseed, coconut, soybean and peanut oils, etc. Excludes slab oils.

COMPARISON OF EXPORT, IMPORT, AND DOMESTIC OUTPUT DATA

The trade comparisons shown in this report should be considered only as approximations. Several problems prevent precise comparisons among imports, exports, and domestic output. These problems include the following:

- Export and import comparisons do not account for the origin of materials used to manufacture the finished product. Domestic output includes any goods that undergo substantial transformation into a finished product in the U.S., even if the goods are partially constructed abroad or are constructed of imported materials.
- There will be a lag between the time a producer makes or ships a product and the time it is actually exported. Similarly, there may be a lag between the time a product is imported and when it enters into U.S. distribution channels.
- The basic structure of these classification systems differ. The Standard Industrial Classification (SIC) system used for domestic output was developed independently of the Harmonized System (HS) used to classify imports and exports. The level of detail provided by the different systems varies substantially, reflecting their different objectives. For example, there are a number of imported commodities that have no comparable domestic output classification.
- Because producers' shipments of some commodities may be used as materials for incorporation into other commodities, combinations of domestic output data for such commodities may contain some duplication.
- Import and export data reflect the movement of merchandise into and out of U.S. foreign trade zones, the U.S. Virgin Islands, and the U.S. customs territory of the 50 States, the District of Columbia, and Puerto Rico. Domestic output reflects activity in the 50 States and, only if specified, in Puerto Rico.
- Import and export data generally do not distinguish between new, used or rebuilt commodities.
- The valuation of the three data sets differ. Domestic output is valued at the point of production. It includes the net sales price, f.o.b. plant, after discounts and allowances, and excludes freight charges and excise taxes. Exports are valued at the point of exportation. It includes the net sales price or value, and inland freight, insurance and other charges to the export

point. Imports are valued at the first port of entry in the United States. They include the cost, insurance, freight, duty, and other charges to the import point.

- Detailed commodity information is not included for individual export or import shipments at or below a certain dollar limit. This dollar limit is $2,500 for exports and $1,250 for imports, except for import of textiles and textile products, gloves, footwear, and miscellaneous rubber and plastics products, where the limit is $250.

HISTORICAL NOTES

Data on confectionery products have been collected by the Bureau of the Census since 1926. Historical data may be obtained from Current Industrial Reports (called Facts for Industry before 1959) available at your local Federal Depository Library. A list of these libraries may be obtained from the Bureau of the Census regional offices:

Office	Telephone
Atlanta, Georgia	(404) 347-2274
Boston, Massachusetts	(617) 565-7078
Charlotte, North Carolina	(704) 371-6144
Chicago, Illinois	(312) 353-0980
Dallas, Texas	(214) 767-7105
Denver, Colorado	(303) 969-6750
Detroit, Michigan	(313) 354-4654
Kansas City, Kansas	(816) 891-7562
Van Nuys, California	(818) 904-6339
New York, New York	(212) 264-4730
Philadelphia, Pennsylvania	(215) 597-8313
Seattle, Washington	(206) 728-5314

Historical data are also available on microfiche. For further information contact the Bureau of the Census, Data User Services Division, (301) 763-4100.

RELATED REPORTS

The Bureau of the Census also publishes the following related reports:

Series	Frequency	Title
Other Industry Reports		
M3-1	Monthly	*Manufacturers' Shipments, Inventories, and Orders*
(AS)	Annually	Annual Survey of Manufactures (ASM)
(MC)	Quinquennially	Census of Manufactures
Foreign Trade Reports		
CD-ROM	Monthly/ Annually	*U.S. Exports—Schedule B—Commodity by Country*
FT 447	Annually	
CD-ROM	Monthly/ Annually	*U.S. Imports for Consumption—HTSUSA—Commodity by Country*
FT 247	Annually	

CONTACTS FOR DATA USERS

Subject Area	Contact	Phone Number
Current Industrial Report MA20D	Andrew Kraynak	(301) 763-7108
Foreign Trade	Trade Data Inquiries Staff (FTD)	(301) 763-5140
Classification Systems Comparability	Francis McCormick (ESD)	(301) 763-1935
Census/ASM	Ted McGrath	(301) 763-5152
International Trade Administration	Cornelius F. Kenney	(202) 566-2202
To order a Current Industrial Report	Superintendent of Documents (GPO)	(202) 783-3238
To subscribe to a Census Bureau publication	Superintendent of Documents (GPO)	(202) 512-2303

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